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Insurance Continuing Education Advisory Council

Conference Call Minutes

December 15, 1999

The following are summary minutes of the Insurance Continuing Education Advisory Council.

The teleconference meeting of the Insurance Continuing Education Advisory Council was called to order in the conference room, State Auditor's Office, Sam Mitchell Building, at 10:30 a.m.

Members Present - via phone

Mark Nelson, Insurance Department Non-Voting Member
Julie McDade, Public Member
Bill Bolt, Professional Insurance Agents of Montana Member
John Bebee, Unaffiliated Insurance Agent Member
Robin Boon, Independent Insurance Agents of Montana Member
Tony Leenknecht, Montana Association of Life Underwriters Member

Staff Present

Mary Arnold, Continuing Education Program
Pam Pickett, Recording Secretary

A list of others present is attached as Exhibit 1.

Request for reconsideration

Johnson Mapping Software & Seminars, *Computer Plotting of Legal Descriptions for the layman*

Arnold advised that Johnson Mapping Software & Seminars would appreciate the council go through the material. The course was designed more for realestate agents, has no insurance or title insurance information within it. They would appreciate another review. Advisory council agreed to re-review. It was given a couple of credits before.

Presentation of Course Renewals and Summaries

Arnold presented course renewals and summaries.

Public Comment

None

Discussion of Course Renewals Summaries

Boone moved to accept course review summaries as presented and recommended course approval to the commissioner; Leenknecht seconded, the motion carried unanimously.

Council Direction to Staff

None

Administrative Details

The SAO move was discussed. Discussion on changing the dates and times of the council meetings was discussed; the time was changed to 10:00 a.m. instead of 10:30 a.m.

Next meetings are:

January 12, 2000 - 10:00a.m. telephone conference

Boone made a motion to adjourn. McDade seconded, the motion carried unanimously.

INSURANCE CONTINUING EDUCATION ADVISORY COUNCIL

AGENDA

December 15, 1999

Sam Mitchell Building-Room 270 - **Telephone Conference**

Call to order	10:30
Request for reconsideration	10:35
Johnson Mapping Software & Seminars, *Computer Plotting of Legal Descriptions for the Layman*	
Presentation of course renewals and summaries	10:45
Public Comment	10:50
Discussion of course renewals and summaries	11:15
Council direction to staff	11:30
Administrative Details	11:30
Next Meeting	
January 12, 2000 - 10:30 a.m., Advisory Council Meeting, telephone conference	
Adjourn	11:30

December 13, 1999

COURSE REVIEW SUMMARIES

The following courses have been reviewed by the continuing education program staff and are presented for Advisory Council action.

The sponsoring organizations have indicated appropriate attendance verification, instructor certification, student record maintenance, fee policies and examination administration.

Included at the end of most summaries is notation of a suggested credit hour assignment based on the materials submitted by the sponsoring organization for review. After review and recommendation by the advisory council, final determination of course approval and credit hour assignment shall be made by the commissioner.

Mid-State School of Insurance

Consumer Responsibility

The course addresses product knowledge of annuities and health insurance. The course is 2 hours of classroom instruction designed to provide general information on estate planning, the Taxpayer Relief Act of 1997, tax and probate advantages of annuities, types and uses of annuities, managed care strategies, wellness plans, structured health care, and the Patient's Rights Act. The course is scheduled December 28, 1999. 2 CH

National Insecurity

The course addresses product knowledge of social insurance. The course is 6 hours of classroom instruction designed to provide general information on Social Security, entitlements, Supplemental Security Income, the Federal Thrift Savings Plan, group term life insurance, IRAs (Individual Retirement Accounts, Medicare, Part A and Part B, and standard Medigap insurance plans. The course is scheduled December 28, 1999. 6 CH

John Hancock Mutual Life Insurance Company

Business Planning

The course addresses product knowledge of life insurance. The course is 2 hours of classroom instruction designed to provide in-depth information on 401(k) excess plans, business owners as key employees, business owner retirement with and without variable life insurance, buy/sell agreements for partnerships and sole proprietors. No offerings scheduled pending approval. 2 CH

The Estate Planning Process

The course addresses product knowledge of life insurance. The course is 2 hours of classroom instruction designed to provide general information on on estate analysis, non-variable and variable life insurance, the unified credit, estate options, estate tax calculation and the business planning process. No offerings scheduled pending approval. 2 CH

Key-Executive Benefits

The course addresses product knowledge of life insurance. The course is 2 hours of classroom instruction designed to provide specific information on deferred compensation, plan mechanics and design, deferred compensation planning and concepts, and loss of a key employee. No offerings scheduled pending approval. 2 CH

Estate Planning Tools

The course addresses product knowledge of life insurance. The course is 1 hours of classroom instruction designed to provide general information on family split-dollar plans, grantor retained annuity trust, marital deduction estate planning, Q-TIP, estate tax management, variable versus traditional life insurance and death tax payment. No offerings scheduled pending approval. 1 CH

Retirement Planning

The course addresses product knowledge of life insurance. The course is 1 hour of classroom instruction designed to provide general information on the retirement planning process, non-variable and variable life insurance products, an overview of universal life insurance, and appropriate products for retirement planning. No offerings scheduled pending approval. 1 CH

Annuities

The course addresses product knowledge of annuities. The course is 1 hour of classroom instruction designed to provide general information on asset allocation, compound interest, tax-deferred investing variable annuity income and an overview of variable annuities. No offerings scheduled pending approval. 1 CH

Life Insurance for the Homeowner

The course addresses product knowledge of life insurance. The course is 2 hours of classroom instruction designed to provide specific information on variable and non-variable life insurance products, mortgage protection pay-down variable and non-variable policies and mortgage protection policies. No offerings scheduled pending approval. 2 CH

American Express Financial Advisors

VUL (Variable Universal Life): Tax Control Triangle

The course addresses product knowledge of life insurance. The course is 1½ hours of classroom instruction designed to provide general information on life insurance as a fund accumulation vehicle, Tax Code funding limitations, elements of the tax control triangle and appropriate policy funding. No offerings scheduled pending approval. 1.5 CH

Human Life Value

The course addresses product knowledge of life insurance. The course is 1½ hours of classroom instruction designed to provide general information on survivor life insurance, calculation of human life value, survivor income need, and determining client maximum risk exposure. No offerings scheduled pending approval. 1.5 CH

Transamerica Occidental Life Insurance Company

Advanced Annuities in Today's Marketplace

The course addresses product knowledge of annuities. The course is 1 hour of classroom instruction designed to provide basic information on types of annuities, annuity payout, taxation of immediate annuities, split annuities and impaired risk annuities. No offerings scheduled pending approval. 1 CH

Principal Life - Individual

Basic Executive Bonus

The course addresses product knowledge of life insurance. The course is 7 hours of self-study correspondence text, including 4 hours of insurance continuing education, designed to provide information on insurance sales, illustration presentation, Principal Life - Individual Executive Bonus Program and paperwork, features and benefits of executive bonus plans, and single and double bonus program design. This is an on-going offering. 4 CH

American Express Financial Advisors

Non-Qualified Deferred Compensation

The course addresses product knowledge of life insurance. The course is 2 hours of classroom instruction designed to provide basic information on non-qualified deferred compensation plans and their use as key employee compensation and retirement planning tools, advantages and disadvantages and termination split dollar plans as a funding mechanism. No offerings scheduled pending approval. 2 CH

LTC (Long Term Care) - Marketing & Sales

The course addresses product knowledge of health insurance. The course is 1½ hours of classroom instruction, including ½ hour of insurance continuing education, designed to provide basic information on long-term care insurance, product sales, need identification and solution identification. No offerings scheduled pending approval. .5 CH

Insurance Education Institute, Inc. (formerly SEII)

Insurance Marketing Issues

The course addresses marketing. The course is 10 hours of self-study correspondence text designed to provide general information on insurance sales ethical issues, insurance on the Internet, insurance regulation, asset protection planning and marketing challenges. This is an on-going offering. 10 CH

Practical Estate Planning

The course addresses product knowledge of life insurance and annuities. The course is 10 hours of self-study correspondence text designed to provide general information on client estate planning needs, ownership provisions, retirement planning, business owner estate planning problems, accumulation, payout plans and annuitization and immediate and deferred annuities. This is an on-going offering. 10 CH

American Express Financial Advisors

The following expired courses were previously summarized and reviewed and recommended for approval by the Advisory Council.

DI 1 (Disability Income): Product Essentials	3 CH
DI 2: Discover Income Protection Needs	1.5 CH
DI 3: Analyzing Income Protection	2 CH
Irrevocable Life Insurance Trust	1 CH
PDP: Life Insurance Product Essentials	3.5 CH
1995 APD: RP105 - Capital Transfer	1.5 CH
PDP: Retirement Planning (v2)	5 CH

Jackson National Life

Using CRTs (Charitable Remainder Trusts) to Meet Clients Estate Planning Needs

The course addresses product knowledge of life insurance and annuities. The course is 1½ hours of classroom instruction designed to provide general information on charitable remainder trust tax advantages, types of CRTs, advantages and disadvantages. No offerings scheduled pending approval. 1.5 CH

WebCE.com, LLC

Automobile Insurance

The course addresses product knowledge of property and casualty insurance. The course is 5 hours of self study correspondence text designed to provide basic information on bodily injury and property damage liability, medical payments, insurance requirements, and handling claims. This is an on-going offering. 5 CH

Business Insurance I

The course addresses product knowledge of casualty insurance. The course is 5 hours of self-study text based correspondence designed to provide basic information on business continuation planning, buy-sell agreements, key employee insurance and risk reduction. This is an on-going offering. 5 CH

Business Insurance II

The course addresses product knowledge of casualty insurance. The course is 5 hours of self-study text based correspondence designed to provide basic information on business planning, buy-sell agreements, business claims handling, and continuation of close corporations. This is an on-going offering. 5 CH

General Liability Insurance

The course addresses product knowledge of liability insurance. The course is 5 hours of self study correspondence text designed to provide basic information on indemnification, determining liability, and damage payment. This is an on-going offering. 5 CH

Inland Marine Insurance

The course addresses product knowledge of property insurance. The course is 5 hours of self study correspondence text designed to provide general information on marine and inland marine insurance, floaters, and regulation. This is an on-going offering. 5 CH

Insurance Law I

The course addresses insurance law. The course is 6 hours of self-study correspondence text designed to provide general information on indemnity and insurance interest, remedies and unfair practices. This is an on-going offering. 6 CH

Insurance Law II

The course addresses insurance law. The course is 6 hours of self-study correspondence text designed to provide general information on risk transference, insurance marketing, remedies and unfair practices negotiation and settlement. This is an on-going offering. 6 CH

Insurance Terms I

The course addresses management. The course is 6 hours of self-study correspondence text designed to provide specific information on definitions of common insurance terminology and usage. This is an on-going offering. 6 CH

Insurance Terms II

The course addresses management. The course is 6 hours of self-study correspondence text designed to provide specific information on definitions of common insurance terminology and usage and terms from accounting, taxation, real estate and law commonly used in insurance. This is an on-going offering. 6 CH

Insurance Business Consultants, Inc.

Professional Liability

The course addresses product knowledge of liability insurance. The course is 4 hours of classroom instruction designed to provide specific information on commercial general liability coverage for professional liability, coverage forms, errors and omissions and directors and officers coverage. The course was held August 20, 1999. 4 CH

Workers Compensation

The course addresses product knowledge of disability insurance. The course is 4 hours of classroom instruction designed to provide specific information on social insurance, cost considerations, exposures, employee types, loss control, and retro plans. The course was held August 20, 1999. 4 CH

Society of Financial Service Professionals

The following courses are part of the Society of Financial Service Professionals CLU and ChFC certification programs.

Arizona Institute 2000 15 CH
Passing the Baton 3 CH

CPCU Society

The following teleconference course is part of the CPCU Society Chartered Property Casualty Underwriter certification program.

Hidden Liabilities from Mergers & Acquisitions 3 CH

DADCO

The following course was previously summarized, reviewed by the Advisory Council and recommended for approval.

1999 Changes in Montana Insurance Statutes	2 CH

The National Alliance for Insurance Education and Research

The following courses are part of the National Alliance CIC, CISR and ARM certification programs.

James K. Ruble Truckers Seminar	19 CH
James K. Ruble Financial Institutions Seminar	19 CH
2000 Agency Management Seminar	19 CH
2000 Commercial Casualty Institute	19 CH
2000 Commercial Property Institute	19 CH
2000 Life and Health Institute	19 CH
2000 Personal Lines Institute	19 CH
James K. Ruble Life & Benefits Seminar	19 CH
Risk Administration	19 CH
Risk Management Essentials	19 CH
Risk Analysis	19 CH
Risk Control	19 CH
Risk Financing	19 CH
James K. Ruble Managing People Seminar	18 CH

The American College

The following course is part of the American College CLU certification program.

February 2000 - Estate Planning -VTC	4.5 CH

The following individual course submission was previously summarized, reviewed and recommended for approval by the Advisory Council.

Barbara Carranco
Traci Schell
Gary Wade
Ward Wenholz

Variable Universal Life Marketplace, Stretch IRA, Equity-Indexed Annuities, Triple X - Producers Financial Group 4.5 CH

Brett Berryman

Basic Casualty School - GAB Robins North America

The course addresses product knowledge of casualty insurance. The course is 10 hours of classroom instruction designed to provide general information on homeowners and commercial general lability policies, and analyze coverage. The course was held October 1, 1999. 10 CH

First American Title Insurance

1999 Annual Title Seminar

The course addresses product knowledge of title insurance. The course is 10 hours of classroom instruction designed to provide in-depth information on complying with RESPA, underwriting title insurance policies, government forfeitures, and general title issues. The course was held September 16, 1999. 10 CH

Farmers Alliance Insurance Company, Blakely Crop Hail

MPCI Fall Update Meeting - 1999

The course addresses product knowledge of property insurance. The course is 3½ hours of classroom instruction, including 2½ hours of insurance continuing education, designed to provide specific information on the multi peril crop insurance common policy, special provisions, actuarial training forms and income protection, crop revenue coverage and GRP programs. The course was held August 13. 2.5 CH

IGF Insurance Company

2000 Spring Agent Training

The course addresses product knowledge of property insurance. The course is 6½ hours of classroom instruction, including 5 hours of insurance continuing education, designed to provide specific information on basic MPCI concepts, federal crop program updates for 2000, policies and procedures, and risk management. The course is scheduled January 25, 2000. 5 CH

Rural Community Insurance Agency, Inc.

2000 Spring MPCI Agent Training Update

The course addresses product knowledge of property insurance. The course is 8 hours of classroom instruction, including 5 hours of insurance continuing education, designed to provide specific information on basic MPCI concepts, federal crop program updates for 2000, policies and procedures, and risk management. The course is scheduled January 4, 2000. 5 CH

Farmers Alliance Insurance Company, Blakely Crop Hail

MPCI Update Meeting - 2000

The course addresses product knowledge of property insurance. The course is 3 hours of classroom instruction, including 2½ hours of insurance continuing education, designed to provide specific information on the multi peril crop insurance common policy, special provisions, actuarial training forms and income protection, crop revenue coverage and GRP programs. The course is scheduled December 16, 1999. 2.5 CH

Transamerica Occidental Life Insurance Company

Facts and Figures to Grow your Retirement Business

The course addresses product knowledge of life insurance. The course is 1 hour of classroom instruction designed to provide general information on trends in defined contribution and defined benefit plans, employer decision making on retirement plans. The course is scheduled January 7, 1999. 1 CH

Mountain West Farm Bureau Insurance Company

In the City Limits

The course addresses product knowledge of property insurance. The course is 10 hours of classroom instruction designed to provide specific information on homeowners policy definitions, general conditions, exclusions and endorsements, inland marine, umbrella and automobile policies. The course was held November 11, 1999. 10 CH

INSURANCE CONTINUING EDUCATION ADVISORY COUNCIL

AGENDA

November 17, 1999

Sam Mitchell Building-Room 270 - **Telephone Conference**

Call to order	10:30
Presentation of course renewals and summaries	10:35
Public Comment	10:50
Discussion of course renewals and summaries	11:15
Council direction to staff	11:30
Administrative Details	11:30

Next Meeting

December 15, 1999 - 10:30 a.m., Advisory Council Meeting, telephone conference

January 12, 2000 - 10:30 a.m., Advisory Council Meeting, telephone conference

Adjourn	11:30

November 12, 1999

Insurance Continuing Education Advisory Council

Conference Call Minutes

November 17, 1999

The following are summary minutes of the Insurance Continuing Education Advisory Council.

The teleconference meeting of the Insurance Continuing Education Advisory Council was called to order in the conference room, State Auditor's Office, Sam Mitchell Building, November 17, 1999 at 10:30 a.m.

Members Present - via phone

Mark Nelson, Insurance Department Non-Voting Member
Julie McDade, Public Member
John Bebee, Unaffiliated Insurance Agent Member
Robin Boon, Independent Insurance Agents of Montana Member
Tony Leenknecht, Montana Association of Life Underwriters Member

Staff Present

Mary Arnold, Continuing Education Program
Pam Forsman, Recording Secretary

A list of others present is attached as Exhibit 1.

Presentation of Course Renewals and Summaries

All courses were received by members. Arnold discussed course renewals and summaries. Arnold noted there was a typo on fax 2 page 6 of 9. Credit hours should read 3.

Public Comment

None

Discussion of Course Renewals Summaries

Leenknecht moved to accept course review summaries as presented and recommended course approval to the commissioner. Beebe seconded the motion. Motion carried unanimously.

Council Direction to Staff

None.

Administrative Details

Next meetings are:

December 15, 1999 - 10:30 a.m., Advisory Council Meeting Telephone conference.

January 12, 2000 - 10:30 a.m., Advisory Council Meeting telephone conference.

McDade made a motion to adjourn. Boon Seconded the motion, carried unanimously.

COURSE REVIEW SUMMARIES

The following courses have been reviewed by the continuing education program staff and are presented for Advisory Council action.

The sponsoring organizations have indicated appropriate attendance verification, instructor certification, student record maintenance, fee policies and examination administration.

Included at the end of most summaries is notation of a suggested credit hour assignment based on the materials submitted by the sponsoring organization for review. After review and recommendation by the advisory council, final determination of course approval and credit hour assignment shall be made by the commissioner.

All courses on this summary are submitted as renewal of courses reviewed or renewed and approved during 1997. Sponsoring organizations have certified that these courses will continue to be offered as originally submitted.

United Insurance Educators

Variable Annuities	10 CH
Financial Planning for Women	10 CH

ClienTell, Inc.

The Complete Guide to Annuities	5 CH
Retirement Planning with 403(b)s	1 CH
Investing Phases for Variable Annuities	1 CH

Pictorial, Inc.

1991 Homeowners Coverage	15 CH
Legal Concepts & Doctrines	6 CH
Medicare & Medigap Insurance - 6th Edition	8 CH
Group Insurance - 6th Edition	8 CH
Underwriting Basics - 3rd Edition	10 CH

COURSE REVIEW SUMMARIES

The following courses have been reviewed by the continuing education program staff and are presented for Advisory Council action.

The sponsoring organizations have indicated appropriate attendance verification, instructor certification, student record maintenance, fee policies and examination administration.

Included at the end of most summaries is notation of a suggested credit hour assignment based on the materials submitted by the sponsoring organization for review. After review and recommendation by the advisory council, final determination of course approval and credit hour assignment shall be made by the commissioner.

Mid-State School of Insurance

True or False

The course addresses insurance fraud. The course is 4 hours of classroom instruction designed to provide general information on situational ethics, fraud consequences, anti-fraud efforts, internal and external fraud, concealment, misrepresentation, contract and premium fraud, fraud patterns and indicators and types of claims fraud. The course is scheduled December 29, 1999. 4 CH

Ethical Applications

The course addresses ethics. The course is 2 hours of classroom instruction designed to provide general information on product misrepresentation, legality versus ethics, situational ethics, and public perception of the insurance industry. No course offerings are scheduled pending approval. 2 CH

Trust

The course addresses ethics. The course is 2 hours of classroom instruction designed to provide basic information on moral in the insurance industry, application on morals, standards and conflicts of interest. No offerings are scheduled pending course approval. 2 CH

Risk Management

The course addresses management. The course is 2 hours of classroom instruction designed to provide general information on financial and insurance risks, reinsurance, property and casualty risk, workers compensation and employer/employee risk, environmental and indoor pollution, and potential lawsuits for ignoring risks. No offerings scheduled pending approval. 2 CH

Law & Order

The course addresses ethics. The course is 2 hours of classroom instruction designed to provide basic information on personal and agent ethics, insurance industry ethics, ethical dilemmas, scandals, misrepresentation and fraud. No offerings scheduled pending approval. 2 CH

More Bang for your Buck

The course addresses marketing and management. The course is 2 hours of classroom instruction designed to provide general information on insurance company solvency, company tracking methods and references, financial strength ratings, pricing and competition, the NAIC and state governing of the insurance industry. No offerings scheduled pending approval. 2 CH

Examco (formerly Merritt Publishing)

The correspondence text version of the following courses were previously summarized and reviewed by the Advisory Council and recommended for approval.

Commercial Property Insurance - CBT 10 CH
Annuities - CBT 10 CH
Managed Care - CBT 10 CH

Manulife Financial

Life Insurance Funding with Immediate Annuities

The course addresses product knowledge of life insurance and annuities. The course is 1 hour of classroom instruction designed to provide basic information on funding life insurance with immediate annuities, advantages, how the funding works and why is such funding done. No offerings scheduled pending approval. 1 CH

NFC Consulting

Single Premium Variable Life

The course addresses product knowledge of life insurance. The course is 1 hour of classroom instruction designed to provide general information on characteristics and mechanics of single premium variable life, underwriting, riders and standard deductions and charges. No offerings scheduled pending approval. 1 CH

Exploring Differences in Income Options

The course addresses product knowledge of variable annuities. The course is 1 hour of classroom instruction designed to provide general information on characteristics and mechanics of variable annuitization, income needs, and advantages and disadvantages of various income options. No offerings scheduled pending approval. 1 CH

Variable Annuities versus Mutual Funds: Debunking the Myths

The course addresses product knowledge of variable annuities. The course is 1 hour of classroom instruction designed to provide general information on variable annuities, mutual funds, buyer misconceptions, liquidity, cost, and use of variable annuities as an estate planning tool. No offerings scheduled pending approval. 1 CH

Western States Insurance Agency

Understanding the Commercial Quoting Process-how to best protect your client

The course addresses product knowledge of property and casualty insurance. The course is 5 hours of classroom instruction designed to provide specific information on property, casualty, auto, umbrella and workers' compensation quoting and coverages, loss prevention, the roll of claims history in rating and general liability coverage. The course was held October 14, 1999. 5 CH

Marsh USA (formerly J&H Marsh & McLennan)

Avoiding Errors & Omissions/Professional Standards

The course addresses management. The course is 3½ hours of classroom instruction, including 3 hours of insurance continuing education, designed to provide specific information on Marsh USA professional standards program, errors and omissions, professional liability of insurance licensees, communication with clients to reduce errors and omissions, and frequency of types of errors and omissions by insurance professionals. This course was held October 1, 1999. 3 CH

Financial Price Risks; Identification & Hedging using Derivatives

The course addresses management and marketing. The course is 6 hours of classroom instruction designed to provide in-depth information on interest rate, commodity, currency and equity risks and coving those organizational risks, hedging financial risks and risk management, derivatives, forwards and swaps. This course was held November 15, 1999. 6 CH

Stewart Title Guaranty Company

Fall 1999 Title Seminar

The course addresses product knowledge of title insurance. The course is 10 hours of classroom instruction designed to provide specific information on claims revue, attorney liens, unfair claims settlement, condominium titles, endorsements, indemnity agreements and the chain of ownership or deraign sheet. This course was scheduled October 14, 1999. 10 CH

Insurance Business Consultants, Inc.

Client Care Conference

The course addresses marketing. The course is 4 hours of classroom instruction, including 3 hours of insurance continuing education, designed to provide general information on assessing client need and product identification to meet the need, legal limitations, the insured and other interest parties needing coverage, expectations of the insured. The course was scheduled October 28, 1999. 3 CH

CNA Commercial Insurance Companies

Fleet Safety for Small Businesses for Agents

The course addresses management and product knowledge of property and casualty insurance. The course is 2 hours of classroom instruction designed to provide general information on fleet truck accident reporting, risk reduction through driver selection, supervision, preventative maintenance, vehicle storage and parking. No offerings scheduled pending approval. 2 CH

Fortis

The Small Business Owner: Deferred Compensation 0299

The course addresses product knowledge of life insurance. The course is 1 hour of classroom instruction designed to provide specific information on funding deferred compensation plans, plan uses, taxation and eligibility, employee and employer benefits, plan risks, and financing strategies. The course was held June 17, 1999. 1 CH

The Small Business Owner: Profit Sharing and Money Purchase 0299

The course addresses product knowledge of life insurance. The course is 1 hour of classroom instruction designed to provide basic information on qualified plans, defined, employer-only and discretionary contribution plans, qualifying events and distributions and money purchase pension plans. This course was held June 17, 1999. 1 CH

MassMutual

Understanding Financial Statements - BCS

The course addresses product knowledge of life insurance. The course is 3 hours of classroom instruction designed to provide general information on assessing company financial status to determine life insurance need, life insurance opportunities, funding benefits at lower net cost, capital liquidity, and leverage ratios. This course was held June 17, 1999. 1 CH

Basics of Estate Planning - BCS

The course addresses product knowledge of life insurance and marketing. The course is 3½ hours of classroom instruction, including 3 hours of insurance continuing education, designed to provide general information on life insurance in estate planning, life insurance taxation, estate shrinkage, gifting and trusts, estate equalization and revocable and irrevocable trusts. The course was held June 24, 1999. 3 CH

Basics of Income Taxation - BCS

The course addresses product knowledge of life insurance. The course is 4 hours of classroom instruction, including 2 hours of insurance continuing education, designed to provide general information on individual income taxation, business taxation, life insurance taxation, business ownership, determining company life insurance needs, tax planning, and modified endowment contracts. The course was held June 10, 1999. 2 CH

Western Montana Association of Life Underwriters

Variable Annuities

The course addresses product knowledge of annuities. The course is 2 hours of classroom instruction designed to provide general information on types of annuities, annuity features, risk versus return, and risk tolerance. The course is scheduled December 14, 1999. 2 CH

Variable Life Insurance

The course addresses product knowledge of life insurance. The course is 1 hour of classroom instruction designed to provide general information on term and permanent life insurance, whole, universal and variable universal life insurance, comparing types of life insurance and benefit flexibility. The course is scheduled December 14, 1999. 1 CH

Life Underwriter Training Council

The following course is part of the Life Underwriter Training Council LUTC certification program.

Planning for Seniors 10 CH

Laurice Bishop

The following individual course submission was previously summarized and reviewed by the Advisory Council and recommended for approval.

Claims Training-Homeowners I, Claims Training Services 12 CH

The American College

The following teleconference course is part of the American College and Society of Financial Service Professionals CLU certification program.

Tax Planning 2000 3 CH

New York Life - Montana

Charitable Gift Planning

The course addresses product knowledge of annuities. The course is 3 hours of classroom instruction designed to provide specific information on types of charitable remainder trusts, charitable remainder annuity trusts, charitable remainder unitrusts, beneficiaries, types of assets, and trust requirements and asset replacement trusts. The course was held October 19, 1999. 3 CH

Redland Insurance Company/American Agrisurance

2000 Spring Crop Insurance

The course addresses product knowledge of casualty insurance. The course is 8 hours of classroom instruction, including 6 hours of insurance continuing education, designed to provide specific information on MPCI (multi-peril crop insurance) program changes and provisions for 2000, application and fees, production history and acreage reports, claims and optional units. The course is scheduled February 21, 2000. 6 CH

SunAmerica Securities, Inc.

The SAS (SunAmerica Securities) Rep's Role in Estate Planning

The course addresses product knowledge of life insurance. The course is 1½ hours of classroom instruction designed to provide general information on estate planning, taxation, gifting, and beneficiary designation. The course was held June 11, 1999. 1.5 CH

The Intricacies of Retirement Distributions

The course addresses product knowledge of life insurance and annuities. The course is 1½ hours of classroom instruction, including 1 hour of insurance continuing education designed to provide basic information on minimum distribution rules, pre-59½ distribution, lump sum distribution and QTIP trusts. The course was held June 12, 1999. 1 CH

Stone Hill & Associates

Beginning Long Term Care Insurance

The course addresses product knowledge of disability insurance. The course is 2 hours of classroom instruction designed to provide basic information on levels of care, benefit triggers, policy components, and Medicare coverage. The course was scheduled October 13, 1999. 2 CH

Transamerica Occidental Life Insurance Company

Pension Regulatory Updates & Opportunities

The course addresses product knowledge of life insurance. The course is 2 hours of classroom instruction designed to provide general information on retirement plans, 401(k) plans, sponsors with multiple plans, and cash balance plan design. No offerings scheduled pending approval. 2 CH

The following courses on this summary are submitted as renewal of courses reviewed or renewed and approved during 1997. Sponsoring organizations have certified that these courses will continue to be offered as originally submitted.

All American Life Insurance Company

Ethical Marketing: It's Good Business 2.5 CH

COURSE REVIEW SUMMARIES

The following courses have been reviewed by the continuing education program staff and are presented for Advisory Council action.

The sponsoring organizations have indicated appropriate attendance verification, instructor certification, student record maintenance, fee policies and examination administration.

Included at the end of most summaries is notation of a suggested credit hour assignment based on the materials submitted by the sponsoring organization for review. After review and recommendation by the advisory council, final determination of course approval and credit hour assignment shall be made by the commissioner.

Yellowstone Boys & Girls Ranch Foundation

Supercharging the Estate Planning Process by Integrating Charitable Transfers

The course addresses product knowledge of life insurance and annuities. The course is 6½ hours of classroom instruction designed to provide in-depth information on special valuation rules for transfers of interests in trusts, flip trusts, life insurance replacements, private letter rulings, recommending charities by name, Montana State Income Tax Credit for Endowed Philanthropy and using paid-up life insurance to earn the state income tax credit. The course was held September 10, 1999. 6.5 CH

ClienTell, Inc.

Wealth Transfer: Annuities & Life Insurance

The course addresses product knowledge of annuities and life insurance. The course is 2 hours of classroom instruction designed to provide general information on income tax impact on life insurance and annuities, using insurance in estate plans, immediate annuities, tax on annuitized income, life insurance for wealth transfer and IRAs. No offerings scheduled pending approval. 2 CH

Farmers Insurance Group

Farmers Homeowners Plus Coverages

The course addresses product knowledge of property insurance. The course is 1½ hours of classroom instruction, including 1 hour of insurance continuing education, designed to provide general information on the Farmers Insurance Group Homeowners Plus Protection policy, warranties versus insurance, coverages, surcharges, underwriting, liability limits, general conditions, and general exclusions. No offerings scheduled pending approval. 1 CH

First Colony Life Insurance Company

Terms of Endurance: Life after XXX

The course addresses product knowledge of life insurance. The course is 1 hour of classroom instruction designed to provide general information on life insurance reserving, valuation of life insurance policies model regulation (XXX), the impact of the model regulation on term life policies, insurance industry response to this impact and the impact on consumers. The course is scheduled November 2, 1999. 1 CH

LTC (Long Term Care): The Final Frontier

The course addresses product knowledge of disability insurance. The course is 2 hours of classroom instruction designed to provide general information on defining consumer concerns regarding long term care coverages, consumer information sources, structuring comparisons between products and features to assist consumer understanding and product evaluation, and morbidity versus mortality. The course is scheduled November 2, 1999. 2 CH

Mountain West Farm Bureau

Long Term Care

The course addresses product knowledge of disability insurance. The course is 4 hours of classroom instruction, including 2½ hours of insurance continuing education, designed to provide basic information on the Farm Bureau long term care insurance policies, commission structure, need for long term care coverage, types of long term care benefits, optional riders, underwriting, and application submission. The course is scheduled November 10, 1999. 2.5 CH

Dearborn Financial Publishing

The correspondence text version of the following course was previously reviewed and recommended for approval by the Advisory Council.

Designing Financial Strategies	5 CH
Senior Needs Planning	10 CH
Variable Universal Life	7 CH

YIPINET, LLC

Life and Health Insurance Concepts

The course addresses product knowledge of life and health insurance. The course is 3 hours of computer-based (Internet) training designed to provide basic information on life, and health insurance and annuity products, riders, provisions, options, coverages, application and underwriting. This is an on-going offering. 3 CH

Farmers Insurance Group of Companies

Farmers Mechanical Breakdown

The course addresses product knowledge of mechanical breakdown insurance. The course is 2 hours of classroom instruction, including ½ hour of insurance continuing education, designed to provide general information on the Farmers Insurance Group Mechanical Breakdown policies, uses, marketing, claims administration, coverages, and underwriting. No offerings scheduled pending approval. .5 CH

Nationwide Life Insurance

Retirement Income Strategies

The course addresses product knowledge of annuities. The course is 2½ hours of classroom instruction designed to provide specific information on retirement demographics and finances, types, uses and features of annuities, benefits and using immediate variable annuities for retirement income. No offerings scheduled pending approval. 2.5 CH

Success Systems International

The following courses are new printing editions of courses previously reviewed and recommended for approval by the Advisory Council. Updates include minor text revisions.

Tools & Techniques of Retirement Planning - 6th Edition 12 CH
Tools and Techniques of Financial Planning - 5th Edition 7 CH
Tools and Techniques of Estate Planning - 11th Edition 9 CH

Transamerican Occidental Life Insurance Company

The classroom version of the following course was previously reviewed and recommended for approval by the Advisory Council.

CRTs (Charitable Remainder Trusts) - A Powerful Planning Tool -CD-ROM 1 CH

Aid Association for Lutherans

Risk and Investment Management for the Family

The course addresses marketing. The course is 4 hours of classroom instruction, including 2½ hours of insurance continuing education, designed to provide specific information on assessing insurance need and categories of insurance needed by clients, matching types of AAL products which best suit the needs and providing follow-up and revising recommendations based on changing needs. The course is scheduled November 11, 1999. 2.5 CH

American Express Financial Advisors

Retirement Planning & Tax Benefits of Variable Annuities

The course addresses product knowledge of annuities. The course is 2 hours of classroom instruction designed to provide general information on annuities as retirement vehicles, other uses for annuities, tax implications, and annuitization. No offerings scheduled pending approval.
2 CH

St. John's Home Foundation

Gift Law Update

The course addresses product knowledge of annuities. The course is 2 hours of classroom instruction, including 1 hour of insurance continuing education, designed to provide general information on passing IRAs intact to other persons or entities, several of the methods of transfer include movement of the IRA of a decedent to various annuity-based trusts to extend the payout period. The course was held October 28, 1999. 1 CH

Cal-Surance Associates, Inc.

Tales from the Trenches

The course addresses product knowledge of casualty insurance. The course is 2½ hours of classroom instruction, including 2 hours of insurance continuing education, designed to provide general information on errors and omissions policy terms, limits, claims, case review, and loss prevention. No offerings scheduled pending approval. 2 CH

COURSE REVIEW SUMMARIES

The following courses have been reviewed by the continuing education program staff and are presented for Advisory Council action.

The sponsoring organizations have indicated appropriate attendance verification, instructor certification, student record maintenance, fee policies and examination administration.

Included at the end of most summaries is notation of a suggested credit hour assignment based on the materials submitted by the sponsoring organization for review. After review and recommendation by the advisory council, final determination of course approval and credit hour assignment shall be made by the commissioner.

Montana Association of Life Underwriters

1999 Legislative Changes to Montana Insurance Statutes

The course addresses insurance law. The course is 2 hours of classroom instruction designed to provide specific information on the changes to Title 33, Montana Code Annotated, implemented during the 1999 legislative session. The course was held October 24, 1999. 2 CH

Leo Considine

Variable Universal Life Market place, Stretch IRA and Other Qualified Plan Marketing Opportunities, Equity Indexed Annuities - Features and Benefits, Triple XXX - Producers Financial Group

The courses address product knowledge of life insurance and annuities. The courses are 4½ hours of classroom instruction designed to provide general information on how variable universal life fits insurance need and how to use it in estate planning, qualified plan beneficiaries, designs and participation in equity indexed annuity-based plans and XXX. The course was held July 20, 1999.

4.5 CH

Colorado Casualty Insurance Company

Fall Farm Seminar 1999

The course addresses product knowledge of property insurance. The course is 1 hour of classroom instruction designed to provide basic information on farm property forms and 1999 coverage changes. The course was held November 15, 1999. 1 CH

Montana Insurance Education Foundation

The following course is summarized above.

1999 Legislative Changes to Montana Insurance Statutes 2 CH

DADCO

DADCO Annual Meeting 1999

The course addresses product knowledge of annuities. The course is 8 hours of classroom instruction, including 3 hours of insurance continuing education, designed to provide specific information on industry trends, integrating retirement plans into estate planning, and interactive, real-time information transfer using Internet technology. The course was held October 30, 1999. 3 CH

Travelers Casualty and Surety Company

Professional Liability Cross-selling

The course addresses product knowledge of casualty insurance. The course is 1 hour of classroom instruction designed to provide general information on directors and officers insurance, public versus private companies and errors and omissions coverage. The course was held November 10, 1999. 1 CH

Professional Insurance Agents of Montana

The following course is summarized above.

1999 Legislative Changes to Montana Insurance Statutes 2 CH

Employment Problems and Solutions

The course addresses product knowledge of liability insurance. The course is 3 hours of classroom instruction designed to provide specific information on employment liability coverage, and litigation, causes of action and loss prevention. The course is scheduled November 19, 1999. 3 CH

Work Comp 101

The course addresses product knowledge of workers' compensation insurance. The course is 3 hours of classroom instruction designed to provide general information on employer negligence, workers' compensation laws, policy and coverages, employers liability insurance, and endorsements. The course is scheduled November 18, 1999. 3 CH

Nailing Down Property Coverages

The course addresses product knowledge of property insurance. The course is 4 hours of classroom instruction designed to provide specific information on property coverage forms, commercial property conditions, building and personal property coverage forms, builders risk, glass coverage, business income coverage and leasehold interest coverage. The course is scheduled November 19, 1999. 4 CH

United Insurance Educators

1999 Montana Insurance Law Changes

The course addresses insurance law. The course is 5 hours of correspondence text designed to provide specific information on the 1999 legislative changes to Montana insurnce statutes. This is an on-going offering. 5 CH

The American College

The following course is part of the American College CLU and ChFC certification programs.

Estate Planning Basics 4.5 CH

The following courses on this summary are submitted as renewal of courses reviewed or renewed and approved during 1997. Sponsoring organizations have certified that these courses will continue to be offered as originally submitted.

Noble Continuing Education

Business Insurance 10 CH
Consumer Protection I 2 CH
P & C Property 8 CH

INSURANCE CONTINUING EDUCATION ADVISORY COUNCIL

AGENDA

October 20, 1999

Sam Mitchell Building-Room 270 - **Telephone Conference**

Call to order	10:30
Requests for reconsideration	10:35
Presentation of course renewals and summaries	10:40
Public Comment	10:50
Discussion of course renewals and summaries	11:15
Council direction to staff	11:30
Administrative Details	11:30

Next Meeting

November 17, 1999 - 10:30 a.m., Advisory Council Meeting, telephone conference

December 15, 1999 - 10:30 a.m., Advisory Council Meeting, telephone conference

Adjourn	11:30

October 18, 1999

Insurance Continuing Education Advisory Council

Conference Call Minutes

October 20,1999

The following are summary minutes of the Insurance Continuing Education Advisory Council.

The teleconference meeting of the Insurance Continuing Education Advisory Council was called to order in the conference room, State Auditor's Office, Sam Mitchell Building, 10:30 a.m.

Members Present - via phone

Mark Nelson, Insurance Department Non-Voting Member
Julie McDade, Public Member
Bill Bolt, Professional Insurance Agents of Montana Member
John Bebee, Unaffiliated Insurance Agent Member
Robin Boon, Independent Insurance Agents of Montana Member
Tony Leenknecht, Montana Association of Life Underwriters Member

Staff Present

Mary Arnold, Continuing Education Program

A list of others present is attached as Exhibit 1.

Requests for Consideration

Arnold advised this topic was left on the agenda for today so the council is aware that a letter went out to all of the licensees regarding the Producer Financial Group course that requested reconsideration of the advisory council. The council was not for it, and all individuals who took the course were notified and all of them are beginning to come in.

Presentation of Course Renewals and Summaries

Arnold presented courses. Credit hours were discussed on a particular course. Boone asked if council was going to re-evaluate credit hours for the CPCU classes. Arnold said it could be done, but the ARM is very specific to courses offered by a college or university. Nelson added an accredited university or college. Arnold said the rule would have to be changed in order to change this, the rule is very specific. Boone conceded to abandon the thought. Boone had another question regarding State Farm auditing policies. Arnold answere that this is auditable policies, it's a specific type of policy; no fixed premium. The premium is a variable rate premium policy and it talks about how the variable rate premium policies work. It's not about auditing, it's about policies where the premium varies. It doesn't specifically address State Farms product; it does specifically address particular kind of policy not seen before by a few council members.

Public Comment

none.

Discussion of Course Renewals Summaries

Bebee moved to accept course review summaries as presented and recommended course approval to the commissioner. McDade seconded motion, carried unanimously.

Council Direction to Staff

None.

Administrative Details

Renewals are going out. 13-1500 individual licenses went out to resident and nonresident licensees. 3,000 need to be stuffed. Hope to print another 500 tonight. Over the weekend hopefully 2,000 more be generated to be stuffed. Roll overs packets include rollover letter, renewal license and CE filing forms to be sent in in January.

Agency licenses will probably come out towards the end of November after the data is cleaned up one more time.

Next meetings are:

November 17, 1999 - 10:30 a.m., Advisory Council Meeting, telephone conference.

December 15, 1999 - 10:30a.m. - Advisory Council Meeting, telephone conference

Boone made a motion to adjourn. Bebee seconded the motion, carried unanimously.

COURSE REVIEW SUMMARIES

The following courses have been reviewed by the continuing education program staff and are presented for Advisory Council action.

The sponsoring organizations have indicated appropriate attendance verification, instructor certification, student record maintenance, fee policies and examination administration.

Included at the end of most summaries is notation of a suggested credit hour assignment based on the materials submitted by the sponsoring organization for review. After review and recommendation by the advisory council, final determination of course approval and credit hour assignment shall be made by the commissioner.

The National Alliance for Insurance Education & Research

The following courses are part of the National Alliance CISR certification program.

1999 Advanced Lecture Series (WY) 8 CH
Dynamics of Service 8 CH

State Farm Insurance

Agent's Guide to Auditable Policies

The course addresses product knowledge of property, casualty and surety insurance. The course is 2½ hours of classroom instruction, including 2 hours of insurance continuing education, designed to provide basic information of auditable or variable premium policies, eligibility and application, estimated premiums, audit guidelines, and premium adjustment. No offerings scheduled pending approval. 2 CH

Professional Education Systems

The Complete Trust Workshop

The course addresses product knowledge of life insurance and annuities. The course is 7 hours of classroom instruction, including 5½ hours of insurance continuing education, designed to provide specific infromation on irrevocable life insurance trusts, charitable trusts, long-term care trust applications, revocable trusts, miscellaneous trusts, and tax treatment of trusts. The course is scheduled December 1, 1999. 5.5 CH

Great West Casualty Company

Applying Customer Solutions

The course addresses product knowledge of property and casualty insurance. The course is 7½ hours of classroom instruction, including 6½ hours of insurance continuing education, designed to provide general information on truck policy coverages, general liability, agency practices, adjusters, and ethics. The course was held October 14, 1999. 6.5 CH

The Equitable Life Assurance Society

Non-Qualified Deferred Compensation

The course addresses product knowledge of life insurance and annuities. The course is 2 hours of classroom instruction designed to provide specific information on product structuring, disadvantages of qualified plans, employer benefits, executive benefits, types of non-qualified plans, deferral plans, and tax implications. No offerings scheduled pending approval. 2 CH

Bureau of Business and Economic Research

2000 Montana Economic Outlook Seminar

The course addresses management. The course is 4 hours of classroom instruction, including 2 hours of insurance continuing education, designed to provide general information on the local economic environment and the impact on business and business decisions. The course is scheduled January 25, 2000. 2 CH

Assurex International

1999 PAR Quality Management Seminar

The course addresses management. The course is 12 hours of classroom instruction, including 3½ hours of insurance continuing education, designed to provide general information on errors and omissions and loss reduction, and ramifications of technology use. The course was held September 27, 1999. 3.5 CH

Dearborn Financial Publishing, Inc.

Financial Planning with Variable Annuities - CBT

The course addresses product knowledge of variable annuities. The course is 8 hours of self-study computer-based training designed to provide general information on defining and valuing variable annuities, tax and income benefits, investment options, distribution options, insurance benefits and financial strategies. This is an on-going offering. 8 CH

Financial Planning with Variable Annuities - correspondence

This course is the text-based offering of the course summarized above. 8 CH

Jefferson Pilot Financial

The following courses are part of the Life Underwriter Training Council certification program.

LUTC Training Module #1 - Annuities 2 CH
LUTC Training Module #2 - Non-qualified Deferred Compensation 2 CH
LUTC Training Module #3 - Planning at Retirement Time 2 CH
LUTC Training Module #4 - Personal Finances 2 CH
LUTC Training Module #5 - Estate Planning 2 CH
LUTC Training Module #6 - Business Transfers 2 CH

Prairie Life & Health Marketing

LTC (long-term care) Insurance Marketing - 1999

The course addresses product knowledge of health insurance. The course is 3 hours of classroom instruction designed to provide basic information on types of long term care coverage and service, suitability of long term care insurance and HIPPA. The course is scheduled December 14, 1999. 3 CH

Mid-State School of Insurance

Lessons in Montana Code for 1999

The course addresses changes in Montana Insurance Statutes. The course is 2 hours of classroom instruction designed to provide specific information on revisions to replacement value, insurance requirements and regulations, licensing requirement and continuing education and health insurance. No offerings scheduled pending approval. 2 CH

Updates in Montana Code - 1999 Legislature

The course addresses changes in Montana Insurance Statutes. The course is 2 hours of classroom instruction designed to provide specific information on revisions to insurance regulations, domestic insurers, dividends, prohibitions, health insurance and insurance requirements. No offerings scheduled pending approval. 2 CH

Y2K RU OK?

The course addresses management and product knowledge of casualty insurance. The course is 4 hours of classroom instruction designed to provide general information on Year 2000 potential computer-system problems and insurance policy exclusions for system problems and failure. No offerings scheduled pending approval. 4 CH

Montana versus Federal MSA (medical savings account) Programs

The course addresses product knowledge of health insurance. The course is 4 hours of classroom instruction designed to provide general information on the Montana Medical Care Savings Account Act of 1995, deductibility of contributions, eligible dependents, taxation of contributions, and a comparison between the Montana and federal program. No offerings scheduled pending approval. 4 CH

Society of Financial Service Professionals

1999 NYL VTC - Split Dollar

The course addresses product knowledge of life insurance. The course is 3½ hours of video teleconference designed to provide in-depth information on private split dollar arrangements, the effect of 1996 TAM, OBRA 1987 and TAMRA 1988 on existing and proposed plans, split dollar in estate plans and rollout strategies. The course is scheduled October 28, 1999. 3.5 CH

Northwestern Mutual Life Insurance Company

Why you need to be talking to your clients about disability insurance and some ideas to help you.

The course addresses product knowledge of disability insurance. The course is 3 hours of classroom instruction, including 2 hours of insurance continuing education, designed to provide general information on business disability insurance products, underwriting, group exclusion, the non-medical market and prospecting. The course was held September 23, 1999. 2 CH

Dearborn Financial Publishing

403(b) Plans

The course addresses product knowledge of annuities. The course is 19 hours of self-study correspondence text, including 5 hours of insurance continuing education, designed to provide general information on retirement savings for charitable, educational and religious organization employees, elective deferral plans, employer-funded plans, investment options and distributions and loans. This is an on-going offering. 5 CH

Billings Insurance Associates

The following American Institute for Chartered Property Casualty Underwriters is part of the CPCU certification program. Completion of the national examination is not necessary to receive credit for this offering of the course.

INS 22 - Personal Insurance - Introduction - classroom 10 CH

Lincoln National Life Insurance Company/Connecticut

Selling Retirement Plans

The course addresses product knowledge of group life insurance. The course is 1 hour of classroom instruction designed to provide general information on fiduciary investment responsibilities, ERISA, investment requirements, investment mix selection, providing information and communication to plan participants and market awareness. No offerings scheduled pending approval. 1 CH

John Hancock Funds, Inc.

Mass Customization: Annuities Come of Age

The course addresses product knowledge of variable annuities. The course is 1 hour of classroom instruction designed to provide specific information on specialized annuities, fixed account options, unbundled option, options and riders common to annuities, liquidity, risk profile and suitability. No offerings scheduled pending approval. 1 CH

PLUS (Professional Liability Underwriting Society)

The following courses are part of the Professional Liability Underwriting Society certification program.

1999 International Conference - Session I	3 CH
1999 International Conference - Session II	3 CH
1999 International Conference - Session III	3 CH

CPCU Society

The following courses are part of the CPCU Society Chartered Property Casualty Underwriter certification program.

Locking Out Violent Crime	3 CH
E & O Exposures Arising Out of Electronic Commerce	2 CH
The Big Dig & Beyond	4 CH

The American College

1999 Penn Mutual Premier School

The course addresses product knowledge of life and health insurance and annuities. The course is 12 hours of classroom instruction designed to provide general information on Retirement and distribution planning, charitable planning techniques, charitable trusts, and pass-through entities. The course is scheduled November 5, 1999. 12 CH

Farmers Insurance Group

Wholesale/Distribution Product Clinic

The course addresses product knowledge of property insurance. The course is 2 hours of classroom instruction designed to provide specific information on insurance coverage for transported and refrigerated goods and transportation exposure analysis. No offerings scheduled pending approval. 2 CH

The National Alliance for Insurance Education & Research

The following course is part of the National Alliance Certified Insurance Counselor certification program.

James K. Ruble Advanced Truckers Seminar 19 CH

Life Underwriter Training Council

The following course is part of the LUTC certification program.

TOT (Top of the Table) 1999 Annual Meeting 2 CH

Broker Educational Sales and Training, Inc.

Long Term Care

The course addresses product knowledge of health insurance. The course is 3 hours of classroom instruction designed to provide general information on individual long term care policies, underwriting considerations, and elements of a sample long-term care policy. No offerings scheduled pending approval. 3 CH

Renaissance, Inc.

Strategic Marketing Group CRT (charitable remainder trust) Course

The course addresses product knowledge of annuities. The course is 24 hours of classroom instruction, including 15 hours of insurance continuing education, designed to provide in-depth information on split-interest gifting, trust funding, planned giving tools, legal issues, trust administration and business development. No offerings scheduled pending approval. 15 CH

Northwestern Mutual Life Insurance Company - Montana General Agency

Charitable Giving Techniques with an Emphasis on Charitable Trusts

The course addresses product knowledge of variable annuities and life insurance. The course is 4 hours of classroom instruction designed to provide specific information on charitable remainder and charitable lead trusts, grantor and non-grantor trusts, asset diversification, asset conversion and unitrusts. The course was held September 24, 1999. 4 CH

Insurance Compliance Meeting

The course addresses management. The course is 2 hours of classroom instruction designed to provide general information on ethical and legal behavior and actions by licensed and un-licensed company representatives. The course was held September 24, 1999. 2 CH

SunAmerica Life Insurance

Hot Topics in Retirement and Estate Planning

The course addresses product knowledge of life insurance and annuities. The course is 2 hours of classroom instruction designed to provide general information on charitable remainder trusts, donor and donee profiles, irrevocable trusts, credit shelter trusts funding, asset maximization and irrevocable life insurance trusts. The course was held September 30, 1999. 2 CH

Great West Casualty Company

Product and Service Comparisons

The course addresses product knowledge of property and casualty insurance. The course is 11 hours of classroom instruction, including 8 hours of insurance continuing education, designed to provide specific information on truck coverage, miscellaneous coverage endorsements, coverage situations, agency marketing, risk reduction programs, and claims. The course is scheduled November 4, 1999. 8 CH

University of Montana, School of Law

47th Annual Tax Institute

The course addresses product knowledge of life insurance. The course is 10 hours of classroom instruction, including 6 hours of insurance continuing education, designed to provide specific information on damage awards and settlements, charitable lead trusts, charitable gifting, Crummey powers and gift taxes. The course is scheduled October 22, 1999. 6 CH

Lenders Insurance Training Services

Personal, Farm and Business Liability: An Overview

This course addresses product knowledge of casualty insurance. The course is 6.5 hours of classroom instruction designed to provide general information on liability coverages in homeowners insurance, and liability coverage for farms, farm premises and operations, commercial general liability and broad form coverage. The course was held June 4, 1999. 6.5 CH

The following courses on this summary are submitted as renewal of courses reviewed or renewed and approved during 1997. Sponsoring organizations have certified that these courses will continue to be offered as originally submitted.

SAFECO Education Center

Personal Umbrella Insurance 5 CH
Coverage for Personal Autos 12 CH

COURSE REVIEW SUMMARIES

The following courses have been reviewed by the continuing education program staff and are presented for Advisory Council action.

The sponsoring organizations have indicated appropriate attendance verification, instructor certification, student record maintenance, fee policies and examination administration.

Included at the end of most summaries is notation of a suggested credit hour assignment based on the materials submitted by the sponsoring organization for review. After review and recommendation by the advisory council, final determination of course approval and credit hour assignment shall be made by the commissioner.

All courses on this summary are submitted as renewal of courses reviewed or renewed and approved during 1997. Sponsoring organizations have certified that these courses will continue to be offered as originally submitted.

ABC Self Study, Inc.

Life Plans	5 CH

Wood Logan Associates, Inc.

Modern Portfolio Theory in Variable Annuity & Life Products	2 CH
Basic Estate Planning Concepts	1 CH
Charitable Remainder Trusts	.5 CH
Fixed Annuity Concepts	1 CH

Nationwide Life Insurance

Introduction to 401(k) Plans	2 CH
Variable Universal Life - 3 hour	3 CH
Variable Universal Life - 2 hour	2 CH
Charitable Remainder Trust - 2 hour	.5 CH
Evaluating Variable Universal Life	1 CH
Transfer Tax Planning	2 CH

Mid-State School of Insurance

Business Continuation Training	*15 CH*
Business Insurance Concepts	15 CH
Estate Planning Training	15 CH
Pension Planning Training	15 CH
Commercial Auto Rating	10 CH
Commercial Crime Coverage	10 CH
Commercial Crime Rating	10 CH
Commercial General Liability Rating	10 CH
Commercial Inland Marine	9 CH
Commercial Property Coverage	10 CH
Commercial Property Rating	5 CH
Business Insurance Basics	7 CH
Individual Retirement Accounts	4 CH
Interest Sensitive Whole Life Basics	5 CH
Needs Analysis	13 CH
Variable Contracts	5 CH
Variable Universal Life Basics	5 CH
Dwelling and Homeowners Rating	8 CH
Dwelling Coverage	12 CH
Personal Auto Rating	9 CH
Personal Inland Marine and Watercraft Coverage	10 CH
Reinsurance Basics	8 CH
Umbrella Liability Coverage	7 CH
Underwriting Basics	10 CH
Workers Compensation Rating	9 CH
Key Employee	6 CH
Medical Tests and Signs	10 CH
Introduction to Advanced Market	15 CH
Medicare and Medigap Insurance	8 CH
Workers Compensation Coverage	12 CH

Mid-State School of Insurance (continued)

Legal Review of Product Liability	8 CH
Residential Construction Basics	15 CH
Retrospective Rating	10 CH
Commercial Auto Coverage	8 CH
Personal Auto Coverage	7.5 CH
Group Insurance	6 CH
Insurance Fraud Awareness	6 CH
Managed Care Strategies	7 CH
Negotiation Skills	4 CH
Pension Planning Skills	14 CH
Long Term Care	5 CH
Legal Concepts and Doctrines	6 CH
Financial Products Training	13 CH
Insurance Packages for Small Businesses	10 CH
Commercial General Liability Coverage	10 CH
Ethical Practices	10 CH
Insurance Ethics and Consumer Protection	2 CH

SunAmerica Life Insurance

Charitable Remainder Trust - self study	4 CH
The Annuity Handbook - self study	8 CH

Allmerica Financial

Variable Annuities, Client Needs Analysis/Asset Allocation	1 CH
Variable Contracts	8 CH
Advanced Applications of Life Insurance	8 CH
Varaible Universal Life Insurance	1 CH
Variable Annuities	1 CH
Estate Planning	6 CH

The American College

CE 217 Keeping the Family Business - classroom	3 CH
CE 217 Keeping the Family Business - teleconference	3 CH
CE 218 Planning for Distributions from Retirement Plans	3 CH
CE 219 Maximizing Retirement Plan Contributions	3 CH

SAFECO Education Center

Boat Coverages	6 CH

Fidelity Investments Institutional Services Company, Inc.

Variable Annuities, Client Needs Analysis/Asset Allocation	.5 CH
Retirement Planning	10 CH
Advanced Applications of Life Insurance	10 CH
Corporate Qualified Plans	1 CH
Understanding Annuities	10.5 CH
Key Executive Incentive Plans	1 CH
Variable Annuities	1 CH
Variable Life Insurance	1 CH
Variable Contracts	9 CH

Noble Continuing Education

Retirement Planning	1.5 CH
Estate Planning II	3.5 CH
Workers' Compensation	3.5 CH
Employee Benefit Plans	2.5 CH
Auto/Liability Insurance	2.5 CH
Guide to Crime Insurance	3.5 CH
Understanding Medical Insurance	4 CH
Products Liability	5.5 CH

Noble Continuing Education (continued)

Comprehensive Guide to Claims	4 CH
Needs Analysis	3 CH
Guide to Retrospective Rating	5 CH
Guide to Commercial Insurance	4.5 CH
Comprehensive Guide to Health Insurance	5.5 CH
Guide to Interest-Sensitive Life Products	6.5 CH
Estate Planning I	3 CH
Automobile Insurance Rating	5 CH
Life and Health Insurance Principles	5 CH
Simplified Employee Pension Plans	5 CH
Guide to Umbrella Liability	3.5 CH
Commercial Liability Accounts	7 CH
Managed Care	7.5 CH
Business Continuation	4 CH
Advanced Markets Guide	7 CH
Insuring Key Employees	5 CH
Health Insurance Contracts	4 CH
Inland Marine Underwriter	4.5 CH
Consumer Protection II	2 CH
Classification of Risks	4 CH
Life Policies I	6.5 CH
Long-Term Care	3.5 CH
Medicare	1.5 CH
Guide to Universal Life Insurance	3.5 CH
Insuring Special Classes of Risks	4 CH
Underwriter	6 CH
Settlement Options	4.5 CH

University of Great Falls

Fundamentals of Employee Benefit Programs	45 CH

Pacific Life Insurance - Annuities Division

Charitable Remainder Trust Primer - self study	7 CH
Principles of Variable Annuity Portfolio Optimization	2 CH
Estate Planning with Charitable Remainder Trusts	1 CH
Charitable Remainder Trust - 1 hour	1 CH
Focusing on Asset Allocation with Variable Annuities	2 CH

Dearborn Financial Publishing

Section 403(b) Manual	15 CH
Long-Term Care	14 CH
Variable Contracts	8 CH
Annuities	15 CH
Introduction to Financial Products/FICF Graduate I Fraternal	8 CH
Ethics for the Insurance Professional	5 CH
Introducement to Group Insurance	10 CH
Principles of Retirement Planning	14 CH
Understanding Homeowners Insurance	10 CH
Understanding Personal Auto Insurance	8 CH
Understanding Personal Umbrella Insurance	7 CH

INSURANCE CONTINUING EDUCATION ADVISORY COUNCIL

AGENDA

September 15, 1999

Sam Mitchell Building-Room 270 - **Telephone Conference**

Call to order	10:30
Requests for reconsideration	10:35
Producers Financial Group - letter to provider regarding council action	
Presentation of course renewals and summaries	10:40
Public Comment	10:50
Discussion of course renewals and summaries	11:15
Council direction to staff	11:30
Administrative Details	11:30
Administrative Rules - second notice late September, effective January 1, 2000	
Next Meeting	
October 20, 1999 - 10:30 a.m., Advisory Council Meeting, telephone conference	
Adjourn	11:30

Insurance Continuing Education Advisory Council

Conference Call Minutes

September 15,1999

The following are summary minutes of the Insurance Continuing Education Advisory Council.

The teleconference meeting of the Insurance Continuing Education Advisory Council was called to order in the conference room, State Auditor's Office, Sam Mitchell Building, at 10:30 a.m.

Members Present - via phone

Mark Nelson, Insurance Department Non-Voting Member
Julie McDade, Public Member
Bill Bolt, Professional Insurance Agents of Montana Member
John Bebee, Unaffiliated Insurance Agent Member
Robin Boon, Independent Insurance Agents of Montana Member
Tony Leenknecht, Montana Association of Life Underwriters Member

Staff Present

Mary Arnold, Continuing Education Program
Pam Forsman, Recording Secretary

A list of others present is attached as Exhibit 1.

Requests for Consideration

Everyone should have gotten a copy of the letter that was sent to the Producers Financial Group as a result of the council action at the last meeting. PFG is aware of what it was that the advisory council determined. At this point and time we have not

received a list of Montana insurance licensees from PFG, Arnold will do a follow up phone call and ask whether or not it will be sent. If not, why not.

Presentation of Course Renewals and Summaries

Arnold presented courses; no questions.

Public Comment

none

Discussion of Course Renewals Summaries

Bolt moved to accept course review summaries as presented and recommended course approval to the commissioner. Bebee seconded. Motion carried unanimously.

Council Direction to Staff

None.

Administrative Details

Arnold advised that rules are going to see notice at the end of September. The current rules will stay in effect until the end of December. The new ones take effect January 1, 2000.

Next meetings:

October 20, 1999; 10:30 a.m. teleconference

November 17, 1999; is a possibility.

Boone made a motion to adjourn. McDade seconded the motion, carried unanimously.

COPY

August 30, 1999

Cherie Heskin
PFG (Producers Financial Group)
818 Main Avenue, Suite 1
Fargo, North Dakota 58103

COPY

Dear Ms. Heskin:

The Montana Insurance Continuing Education Advisory Council reviewed your request for reconsideration of the Producers Financial Group courses, *Planning and Time Management*, *Variable Universal Life Marketplace*, *Stretch IRA and Other Qualified Plan Marketing Opportunities*, *Equity Indexed Annuities - Features and Benefits*, and *Triple XXX* at their August 26, 1999 meeting.

The Advisory Council is unwilling to provide special dispensation for late filing of these courses or recommend to the commissioner that he violate the Administrative Rules of Montana by allowing Producers Financial Group to submit courses less that 15 days prior to the anticipated starting date of the course.

These course submissions by Producers Financial Group can be considered for review by the Insurance Continuing Education Advisory Council, if you plan to offer the courses following July 23, 1999. Please notify this office if you would like these courses considered for a later offering.

Please submit a list of Montana resident insurance licensees who attended the July 19 and 20, 1999 offerings of these courses, so we may provide those licensees with materials to file for individual course credit. Thank you.

Sincerely,

COPY

Mary A. Arnold
Continuing Education Program

MAA/pf

COURSE REVIEW SUMMARIES

The following courses have been reviewed by the continuing education program staff and are presented for Advisory Council action.

The sponsoring organizations have indicated appropriate attendance verification, instructor certification, student record maintenance, fee policies and examination administration.

Included at the end of most summaries is notation of a suggested credit hour assignment based on the materials submitted by the sponsoring organization for review. After review and recommendation by the advisory council, final determination of course approval and credit hour assignment shall be made by the commissioner.

Al courses on this summary are submitted as renewal of courses reviewed or renewed and approved during 1997. Sponsoring organizations have certified that these courses will continue to be offered as originally submitted.

Health Insurance Association of America

Medical Expense Insurance	15 CH

Montana Association of Life Underwriters

NALU/LUTC S-Corporations: Operations and Estate Planning Techniques	5 CH
NALU/LUTC Legal and Ethical Business Practice	3 CH
NALU/LUTC Foundations of Estate Planning	4 CH
NALU/LUTC Total Insurance Planning - Life Products in the Multi line Practice	2 CH
NALU/LUTC Planning at Retirement	2 CH
NALU/LUTC Opening Client Eyes about Social Security	2 CH
NALU/LUTC A Practical Guide to Indexed Annuities	2 CH
NALU/LUTC Disability Income Seminar	1 CH
NALU/LUTC Retirement Planning	1 CH
NALU/LUTC Estate Planning for the Baby Boom Generation	3 CH
NALU/LUTC Revocable Living Trusts	2 CH
NALU/LUTC Reviewing Long Term Care	3 CH
NALU/LUTC Non-qualified Deferred Compensation	2 CH
NALU/LUTC Agent Retirement and Estate Planning	2 CH
NALU/LUTC Stepping up to Variable Products	2 CH
NALU/LUTC Planning for Seniors	2 CH

NALU/LUTC Ethics and Marketplace Practice Review	2 CH
NALU/LUTC Understanding Medical Savings Accounts	2 CH
NALU/LUTC Advanced Concepts I	3 CH
NALU/LUTC Advanced Concepts II	4 CH
NALU/LUTC Single Parent Planning	1 CH
NALU/LUTC Meeting Special Family Needs	4 CH
NALU/LUTC Long Term Care: The economics of Aging	4 CH

Safelite Glass Corporation

Controlling Auto Glass Losses	2 CH

Fortis

Employee Benefits PT1093	1 CH
Taxation of Life Insurance 0394	1.5 CH
Short Term Medical PT 1093	1 CH
Split Dollar 0394	1 CH
Reverse Split Dollar 0394	1 CH
Deferred Compensation 0694	1 CH
Long Term Care 1094	2 CH
Introduction to Individual Medical PT0195	.5 CH
Interest Sensitive Adjustable Whole Life 0494	.5 CH
Executive Bonus 0394	1 CH
Focus on Variable Annuities	3 CH
Insurance Ethics 1094	1 CH
Asset Allocation 1096 (2 hr)	*2 CH*
Asset Allocation 1096 (3 hr)	*3 CH*
Asset Allocation (4 hr)	*4 CH*
Annuities 0796 (1 hr)	1 CH
Annuities 0796 (2 hr)	2 CH
Focus on Variable Universal Life	2 CH
Charitable Giving 0895	1 CH
Individual Medical PT 1093R	1.5 CH
Market Conduct 0498	1 CH
Universal Life 0498	.5 CH
Variable Universal Life 0295	.5 CH
Planning for a Strong Retirement 1198	2 CH
Introduction to Small Group PT 0195	.5 CH

COURSE REVIEW SUMMARIES

The following courses have been reviewed by the continuing education program staff and are presented for Advisory Council action.

The sponsoring organizations have indicated appropriate attendance verification, instructor certification, student record maintenance, fee policies and examination administration.

Included at the end of most summaries is notation of a suggested credit hour assignment based on the materials submitted by the sponsoring organization for review. After review and recommendation by the advisory council, final determination of course approval and credit hour assignment shall be made by the commissioner.

Dearborn Financial Publishing

Variable Universal Life

The course addresses product knowledge of life insurance. The course is 7 hours of self-study correspondence text designed to provide general information on the features, mechanics, taxation and suitability of variable universal life insurance and cash value management. This is an on-going offering. 7 CH

Great American Insurance Company - Crop Insurance Division

2000 MPCI Fall Update

The course addresses product knowledge of property and casualty insurance. The course is 6 hours of classroom instruction, including 4 hours of insurance continuing education, designed to provide specific information on the changes to the federal multi-peril crop insurance program for fall-planted crops and spring 2000 crops. The course was held August 19, 1999. 4 CH

Securities Education Institute, Inc.

Suitability of Variable Products SF

The course addresses product knowledge of variable annuities. The course is 7½ hours of self-study correspondence text, including 3½ hours of insurance continuing education, designed to provide general information on NASD requirements and securities disclosure requirements and notices, a summary description of variable annuities and comparison with mutual funds and an analysis of the funds in the State Farm variable product trust. This is an on-going offering. 3.5 CH

John Hancock Mutual Life Insurance Company

Creative Use of Life Insurance in Estate Planning

The course addresses product knowledge of life insurance. The course is 3 hours of video teleconference designed to provide general information on estate and gift taxes, generation skipping transfers, mass participation perpetual gifts, carve outs, irrevocable life insurance trusts, and split dollar plans. The course is scheduled October 26, 1999. 3 CH

Pacific Life Insurance - Annuities Division

Variable Annuities in your Estate Planning

The course addresses product knowledge of variable annuities. The course is 2 hours of classroom instruction, designed to provide basic information on wealth transfer options, types of trusts, charitable lead and charitable remainder trusts and variable annuity investment options. No offerings scheduled pending approval. 2 CH

First Colony Life Insurance Company

Elephant Hunting: 8 Estate Planning Uses of Insurance Products

The course addresses product knowledge of life insurance and variable annuities. The course is 1 hour of classroom instruction designed to provide basic information on funding charitable gift annuities, non-citizen planning, intentionally defective trusts, funding of life insurance premiums with qualified money and wealth replacement trusts. The course is scheduled September 17, 1999. 1 CH

North Central Crop Insurance

Year 2000 Fall Training Multi-Peril Crop Insurance

The course addresses product knowledge of property and casualty insurance. The course is 5 hours of classroom instruction, including 4½ hours of insurance continuing education, designed to provide specific information on the changes to the federal multi-peril crop insurance program for fall-planted crops and spring 2000 crops and crop provisions applicable to the coverage area. The course was held August 23, 1999. 4.5 CH

John Hancock Funds, Inc.

Variable Annuity Concepts

The course addresses product knowledge of variable annuities. The course is 3 hours of classroom instruction designed to provide general information on key contract participants, types of investment options, annuity phases and contract holder fees, estate tax implications and comparisons to a qualified plan. No offerings scheduled pending approval. 3 CH

Long-term Care Insurance

The course addresses product knowledge of health insurance. The course is 3 hours of classroom instruction designed to provide basic information on long term care services and insurance, levels of care and cost of care, appropriate daily benefits, lifetime maximum, inflation protection and other plan features. No offerings scheduled pending approval. 3 CH

Insur'ed

The Realities and Impact of Aging in America

The course addresses product knowledge of health insurance. The course is 2 hours of classroom instruction designed to provide basic information on Social Security, long term care, levels of long term care and the cost of long term care insurance. No offerings scheduled pending approval. 2 CH

Long-Term Care Services

The course addresses product knowledge of health insurance. The course is 3 hours of classroom instruction designed to provide basic information on impairment, informal and formal care, care payment from long term care insurance, client needs analysis and policy assessment. No offerings scheduled pending approval. 3 CH

What Pays for Long-Term Care

The course addresses product knowledge of health insurance. The course is 4 hours of classroom instruction designed to provide basic information on funding long term care with personal funds, health maintenance organizations, Medicare, Medicaid and long term care insurance. No offerings scheduled pending approval. 4 CH

Medicaid Planning

The course addresses product knowledge of health insurance. The course is 4 hours of classroom instruction designed to provide basic information on Medicaid as social insurance, qualifying for Medicaid, countable, non-countable and spending down assets, trusts in Medicaid planning, state partnership programs. No offerings scheduled pending approval. 4 CH

Long-Term Care Insurance

The course addresses product knowledge of health insurance. The course is 5 hours of classroom instruction designed to provide basic information on long term care policies, provisions, benefit and riders, qualified and non-qualified plans, group policies, and state partnership programs. No offerings scheduled pending approval. 5 CH

Proper Implementation of Long Term Care Insurance

The course addresses product knowledge of health insurance. The course is 5 hours of classroom instruction designed to provide basic information on long term care insurance need, formal and informal sources, designing policies, and underwriting. No offerings scheduled pending approval. 5 CH

Estate Planning and Long-Term Care

The course addresses product knowledge of life insurance. The course is 4 hours of classroom instruction designed to provide general information on financial consequences of poor estate planning, transfer taxes, wills, trusts and estate plans, marital deduction, irrevocable life insurance trusts and charitable trusts. No offerings scheduled pending approval. 4 CH

The Ethical Promotion of Long-Term Care Insurance

The course addresses ethics. The course is 3 hours of classroom instruction designed to provide general information on ethical long term care insurance sales, rules of ethical conduct, practicing ethics, client need, unfair trade practice rules, and benefits of ethical practices. No offerings scheduled pending approval. 3 CH

Long-Term Care Certification Program

The course addresses product knowledge of health insurance. The course is 17 hours of self-study correspondence text designed to provide basic and general information on long term care insurance. The course includes sections on the previously summarized In'sured courses. This is an on-going offering. 17 CH

Aircraft Builders Council, Inc.

1999 ABC Conference

The course addresses product knowledge of liability insurance. The course is 6 hours of classroom instruction designed to provide specific information on aviation risk management, and product liability law, the aviation insurance market and liability issues and exposures. The course was held September 13, 1999. 6 CH

Liberty Northwest Insurance Corporation

Experience Rating Training, Part I and II

The course addresses product knowledge of management. The course is 4 hours of classroom instruction designed to provide specific information on experience rating, class and rating system, characteristics, operation and premise, calculation of actual losses and comparison with predicted loss and assigned risk. The course is scheduled September 23, 1999. 4 CH

Principal Life - Individual

Estate Planning

The course addresses product knowledge of life insurance. The course is 2 hours of classroom instruction, including 1½ hours of insurance continuing education, designed to provide general information on prospects, tax problems, planning opportunities, funding the remaining tax need and product suitability. No offerings scheduled pending approval. 1.5 CH

Mutual of Omaha Companies

Investment Strategies Workshop

The course addresses product knowledge of variable annuities. The course is 24 hours of classroom instruction, including 8 hours of insurance continuing education, designed to provide specific, in-depth information on mutual funds, variable products, product suitability, NASD rule compliance, Mutual of Omaha paperwork and sales presentation techniques. The course is scheduled September 21, 1999. 8 CH

Contractors Bonding and Insurance Company

Contract Bonds - Underwriting Small Accounts

The course addresses product knowledge of surety. The course is 3 hours of classroom instruction designed to provide basic information on contract bonds, general indemnity agreements, underwriting character, capacity and credit, small versus large bonds, credit reports bid, payment and performance bonds. No offerings scheduled pending approval. 3 CH

Lorman Education Services

Return to Work Issues in Workers Compensation

The course addresses product knowledge of workers' compensation insurance. The course is 6 hours of classroom instruction designed to provide general information on vocational rehabilitation, occupational disease claims, injured worker medical issues in returning to work, and primary care versus forensic rehabilitation. The course is scheduled December 2, 1999. 6 CH

Transamerica Occidental Life Insurance Company

The classroom version of the following course was previously summarized, received and recommended for approval by the Advisory Council.

Tax Planning for Wealth Accumulation (CD-Rom) 1 CH

Identifying & Meeting Today's Client Needs

The course addresses product knowledge of life insurance and variable annuities. The course is 1 hour of classroom instruction designed to provide general information on client retirement and survivor needs and identifying solutions using variable life and annuities to meet those needs. No offerings scheduled pending approval. 1 CH

Council of Insurance Agents and Brokers

The following Council of Insurance Agents and Brokers videotape courses were previously submitted by the Center for Video Education for review and were approved for Montana insurance continuing education credit.

Ethics in the Insurance Industry 8 CH
CGL: Issues & Perspectives 7 CH
Reinsurance: Tradition in Transition 6 CH
Workers Compensation: On the Cutting Edge 6 CH
Non-Traditional Insurance Programs 5 CH

Broker Educational Sales and Training

Asset Allocation

The course addresses product knowledge of variable annuities. The course is 3 hours of classroom instruction, including ½ hour of insurance continuing education, designed to provide general information of portfolio development, maximization and diversification and mutual fund versus variable annuity return on investment. No offerings scheduled pending approval. .5 CH

Connole Morton Insurance School

The Business Owner - Life and Disability Necessities

The course addresses product knowledge of life and health insurance. The course is 4 hours of classroom instruction designed to provide general information on business continuation, buy-sell agreements, non-qualified deferred compensation, key executive coverage and split dollar plans. The course is scheduled November 15, 1999. 4 CH

The Self Funding Alternative for Employee Benefits

The course addresses product knowledge of life and health insurance. The course is 2 hours of classroom instruction designed to provide general information on self-funded health and retirement plans, excess loss coverage, contract options and plan design and underwriting. The course is scheduled November 15, 1999. 2 CH

Trust Me or the Probate Court

The course addresses product knowledge of life insurance. The course is 2 hours of classroom instruction designed to provide general information on estate planning, wills and probate, trusts and assessing client needs. The course is scheduled November 15, 1999. 2 CH

1999 Montana State Law Update

The course addresses Montana insurance statute revisions. The course is 1 hour of classroom instruction designed to provide specific information on statutory changes made by the 1999 legislature to Montana insurance code. The course is scheduled November 16, 1999. 1 CH

The Legal Role of the Insurance Agent

The course addresses insurance law. The course is 1 hour of classroom instruction designed to provide general information on the legal role of the producer, errors and omissions, good versus bad faith actions and liability associated with long-term client relationships. The course is scheduled November 16, 1999. 1 CH

Ethics for the Year 2000

The course addresses ethics. The course is 1 hour of classroom instruction designed to provide general information on fiduciary and financial responsibility, employment ethics and the insurance business ethic. The course is scheduled November 16, 1999. 1 CH

Basic Risk Management for Agents

The course addresses management. The course is 1 hour of classroom instruction designed to provide general information on risk management, exposure identification, risk management plans, and implementing risk reduction techniques. The course is scheduled November 16, 1999. 1 CH

E & O Implications of Business Interruption Coverage

The course addresses product knowledge of casualty insurance. The course is 2 hours of classroom instruction designed to provide general information on business interruption coverage, rental income, business income and extra expense coverage, agreed amount versus monthly limit coverage and risk management. The course is scheduled November 16, 1999. 2 CH

Business Interruption Coverage

The course addresses product knowledge of casualty insurance. The course is 2 hours of classroom instruction designed to provide general information on business interruption coverage, exclusions and limitations, rental income, business income and extra expense coverage, agreed amount versus monthly limit coverage and risk management. The course is scheduled November 16, 1999. 2 CH

Insuring Home Based Business

The course addresses product knowledge of property and casualty insurance. The course is 1 hour of classroom instruction designed to provide general information on risk assessment, personal lines coverage and gaps, home business specialty products, telecommuting exposures and personal umbrella coverage. The course is scheduled November 16, 1999. 1 CH

INSURANCE CONTINUING EDUCATION ADVISORY COUNCIL

AGENDA

August 26, 1999

Sam Mitchell Building-Room 270 - **Telephone Conference**

Call to order	10:30
Requests for reconsideration Producers Financial Group	10:35
Presentation of course renewals and summaries	10:40
Public Comment	10:50
Discussion of requests for reconsideration	11:05
Discussion of course renewals and summaries	11:15
Council direction to staff	11:30
Administrative Details	11:30

Next Meeting

Administrative Rules Hearing - after August 30, 1999 - no hearing anticipated

September 16, 1999 - 10:30 a.m., Advisory Council Meeting, telephone conference

October 21, 1999 - 10:30 a.m., Advisory Council Meeting, telephone conference

Adjourn	11:30

August 24, 1999

Insurance Continuing Education Advisory Council

Conference Call Minutes

August 26, 1999

The following are summary minutes of the Insurance Continuing Education Advisory Council.

The teleconference meeting of the Insurance Continuing Education Advisory Council was called to order in the conference room, State Auditor's Office, Sam Mitchell Building, Room 270 at 10:30 a.m.

Members Present - via phone

Mark Nelson, Insurance Department Non-Voting Member
Julie McDade, Public Member
Bill Bolt, Professional Insurance Agents of Montana Member
John Bebee, Unaffiliated Insurance Agent Member
Robin Boon, Independent Insurance Agents of Montana Member
Tony Leenknecht, Montana Association of Life Underwriters Member

Staff Present

Mary Arnold, Continuing Education Program
Pam Forsman, Recording Secretary

A list of others present is attached as Exhibit 1.

Requests for reconsideration

Producers Financial Group

A request for reconsideration was received from Cherie Heskins regarding the 15 day prior to deadline rule for submitting courses. Hers wasn't a question of whether her

courses would be approved, they weren't filed by the deadline. The council cannot make the ultimate decision on this, can only make a recommendation to the Auditor.

Presentation of Course Renewals and Summaries

Arnold presented course renewals and summaries.

Public Comment

None.

Discussion of requests for reconsideration

Nelson asked that a motion be made as to whether to ask the commissioner to grant special consideration for these courses or to write back to the lady and explain to her that the 15 day is an Administrative Rule that we need to follow. Boone moved that we write to the individual and tell her that she must follow the Administrative Rule and no special despensation will be given, and it will not be taken to the commissioner. McDade seconded the motion. Motion carried unanimously.

Discussion of Course Renewals Summaries

Leenknecht moved to accept course review summaries as presented and recommended course approval to the commissioner. Boone seconded the motion.

Council Direction to Staff

None.

Administrative Details

Next meetings are:

Administrativde Rules Hearing - After August 30, 1999, no hearing anticipated.

September 15, 1999 - 10:00 a.m. Advisory Council Meeting, telephone conference

October 21, 1999 - 10:00 a.m. Advisory Council Meeting, telephone conference

Leenknecht made a motion to adjourn, Boone seconded, the motion carried unanimously.

Next meetings are

_____ Made a motion to adjourn. _____ Seconded the motion, carried unanimously.

COPY

July 19, 1999

Cherie Heskin
PFG (Producers Financial Group)
818 Main Avenue, Suite 1
Fargo, ND 58103

Dear Ms. Heskin:

We have received submission materials for the Producers Financial Group courses, *Planning and Time Management*, *Variable Universal Life Marketplace*, *Stretch IRA and Other Qualified Plan Marketing Opportunities*, *Equity Indexed Annuities - Features and Benefits*, and *Triple XXX*.

"Requests for approval of courses must be filed with the commissioner no less than 15 days prior to the anticipated starting date of the course." 6.6.4203(3) Administrative Rules of Montana. These courses were received July 8, 1999. The submission materials indicate the first dates of offering are July 19 and 20, 1999.

This course cannot be considered for approval for the proposed dates of offering. If you plan to offer the course following July 23, 1999 these submissions can be considered for review by the Insurance Continuing Education Advisory Council. Please notify this office, if you would like this course considered for a later offering.

If you need additional information, please write.

Sincerely,

COPY

Mary A. Arnold
Continuing Education Program

MAA/nh

STATE ...
OFFICE

JUL 8 12 32 PM '99

HELENA, MONTANA

Memorandum

To: Montana Insurance Dept.

Attn: Continuing Education

From: Cherie Heskin

Date: 07/06/99

Re: CE Courses

Attached please find the paperwork to file 5 courses for our upcoming meeting on July 19 and 20, 1999. I have also included the filing fee of $375.

Please call me at 701-241-9205 if you have any questions.

Cherie

Cherie

[redacted]

Complete a form for each course submitted for review.

Sponsoring Organization Producers Financial Group

Mailing address 813 Main Avenue
Fargo, ND 58103

Phone Number (701) 241-9205

JUL 8 12 32 PM '99
HELENA, MONTANA

Course Title Planning and Time Management

Proposed date(s) of offering 7/19/99

Designated contact person Cherie Heskin

652966
5

Method of instruction:

- ☒ classroom
- ☐ self-study
  - ☐ correspondence
  - ☐ videotape
  - ☐ audiotape
- ☐ teleconference
- ☐ other (specify) _____
- ☐ course length in hours _____

Attach the following material:

- ☒ the course goals and objectives
- ☒ a syllabus or course outline, including a summary of each course topic
- ☐ method of administering examinations (self study only)
- ☐ a written explanation of test security measures (self study only)
- ☒ method of attendance verification Sign in sheet
- ☐ method of student record maintenance
- ☐ a list of other states that have approved the course and the credits granted the course in those states
- ☐ a list of instructors
- ☒ $75 course submission fee

7/15/99 posted 7/6/99
must be submitted 15 days prior
8/9/99 requested reconsideration

I request that the attached materials be reviewed for certification and approval by the Montana Insurance Continuing Education Program. I certify that the information submitted regarding this course is true and correct. I understand that additional materials may be requested by the Montana Insurance Continuing Education Program as part of the course review and certification process. I certify instructor qualifications, per 6.6.4204, ARM, including the practical and academic experience of each faculty member is sufficient to teach the subject assigned; the course enhances the ability of a producer to provide insurance services to the public effectively; and the subject matter relates to professional ethics, where practicable.

Cherie Heskin	Cherie Heskin	Office Manager	7/6/99
Name (please print)	Signature	Title	Date

For Department Use Only — Course #: _____ Date Approved: 7/23/99

99

PRODUCERS FINANCIAL GROUP
818 MAIN AVE SUITE 1
FARGO ND 58103

JUL-6'99
MD

U.S. POSTAGE

FIRST CLASS MAIL

Montana Insurance
Continuing Ed Program
State auditor's Office
P.O. Box 4009
Helena, MT 59604-4009

FIRST CLASS FIRST CLASS FIRST CLASS FIRST CLASS FIRST CLASS FIRST CLASS FIRST CLASS

PRODUCERS FINANCIAL GROUP

RECEIVED
STATE AUDITOR'S
OFFICE
AUG 9 1 26 PM '99
HELENA, MONTANA

August 4, 1999

Mary A. Arnold
Continuing Education Program
State of Montana
P.O. Box 4009
Helena, MT 59604-4009

RE: Reconsideration of CE Credits

Dear Ms. Arnold:

I am writing to ask for reconsideration of courses recently submitted to your department. The courses that did make it to you before the cutoff date were denied credit. We also had courses that were 2 days late and they were not considered.

I am including the approval notice from North Dakota for the courses that they approved. I am asking that you reconsider these courses as they received our home state approval, as well as South Dakota, Minnesota, Iowa, Idaho and Washington.

Thank you for your consideration. I will wait for your response.

Sincerely,

Cherie

Cherie Heskin
Office Manager

8/24/99
Send letter asking
for information
re: content of
Money Trap
Stock Market &
Investing in People

COURSE REVIEW SUMMARIES

The following courses have been reviewed by the continuing education program staff and are presented for Advisory Council action.

The sponsoring organizations have indicated appropriate attendance verification, instructor certification, student record maintenance, fee policies and examination administration.

Included at the end of most summaries is notation of a suggested credit hour assignment based on the materials submitted by the sponsoring organization for review. After review and recommendation by the advisory council, final determination of course approval and credit hour assignment shall be made by the commissioner.

Al courses on this summary are submitted as renewal of courses reviewed or renewed and approved during 1997. Sponsoring organizations have certified that these courses will continue to be offered as originally submitted.

Mid-State School of Insurance

Annuity Concepts	5 CH
Introduction to Life Insurance	9 CH

The American College

CE 104 Financial Planning	15 CH

Tanner and Associates

Credit Life and Disability Insurance Course	5 CH

NFC Consulting Group

Qualified Plan Distributions	1 CH
Fixed Annuities	1 CH
Advanced Annuity Contracts	1 CH
Variable Annuitization	1 CH
Equity Indexed Annuities	1 CH

Farmers Insurance Group of Companies

Career School	15 CH
CSTP 1 - Commercial Vehicles	2 CH
CSTP 1 - Commercial Property	2.5 CH
CSTP 1 - Commercial General Liability	1.5 CH
Personal Auto Policy	1.5 CH
Auto Policy Processing System	1 CH
A.C.S. Garage Plan Insurance	3.5 CH
Estate Planning	3.5 CH
Business Life	3.5 CH
A.C.S. Apartment & Condo Insurance	3.5 CH
A.C.S. Workers Compensation Insurance	3.5 CH
A.C.S. Contractors Insurance	3.5 CH
A.C.S. Risk Selection & Agency Operations	3.5 CH
FFUL Contract	3 CH
Customer Service Representative Seminar	8 CH
CSTP II - Regional Commercial School	14 CH
Farmers Premier 50+	.5 CH
Life Insurance Basics	6 CH
Annuity Plans	1.5 CH
Account Underwriting	3 CH
Advanced Life Financial Services Program	9 CH

ClienTell

Basics of Variable Life Insurance	3 CH

Contractors Bonding and Insurance Company

License, Permit and Miscellaneous Bonds	3 CH
Court and Fiduciary Bonds	2 CH
Court Decisions on Bonding	3 CH
Contract Bonds: The Participants, the Underwriting and a Case Study	3 CH
Introduction to Contract Bonds	3 CH

COURSE REVIEW SUMMARIES

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Independent Insurance Agents Association of America

The following convention courses are part of the Independent insurance Agents Association of America AAI certification program.

Mock Trial Deposition	3 CH
Personal Finance for the Overworked & Underpaid	3 CH
Commercial Excess Liability & Umbrella Coverages	3 CH
Recruiting, Developing and Motivating New Producers	3 CH
Coping with Additional Insureds	3 CH
Internet Businesses Advantages for Independent Agents	3 CH
How to Win Customers & Influence Adjusters	3 CH
The Trouble Our Kids Get Us Into	3 CH
Employment Practices Liability	3 CH
Consumer Privacy and Agent Compliance with Privacy Status	3 CH
Multinational Insurance	3 CH

National Association of Surety Bond Producers

The following course is part of the National Association of Bond Producers NASBP certification program.

Principles of Consultative Brokerage	1.5 CH

RGT Consulting Incorporated

Auto Glass Installation - Federal Requirements

The course addresses marketing and management. The course is 4½ hours of classroom instruction, including 1½ hours of insurance continuing education, designed to provide specific information on auto glass, windshields, installation requirements and standards, the role of the insurance licensee and adjuster in choosing replacement glass and examples of damage caused by non-standard glass replacements. No offerings scheduled pending approval. 1.5 CH

IGF Insurance Company

2000 Fall Agent Training

The course addresses product knowledge of property insurance. The course is 8 hours of classroom instruction, including 5 hours of insurance continuing education, designed to provide specific information on basic and specific crop provisions, crop insurance loss adjustment, risk management and general underwriting. The course was held August 17, 1999. 5 CH

Mutual of Omaha Companies

Employee Benefits Concepts

The course addresses product knowledge of life and health insurance. The course is 20 hours of classroom instruction, including 7 hours of insurance continuing education, designed to provide in-depth information on group insurance sales, IRS Section 125, small group, dental, disability, universal and term life and critical illness coverage for group employees, underwriting and cross selling. The course is scheduled October 12, 1999. 7 CH

Northwestern Mutual Life Insurance Company

Advanced Planning School

The course addresses product knowledge of life and health insurance. The course is 34 hours of classroom instruction, including 20 hours of insurance continuing education, designed to provide specific information on large estate markets, family/private split dollar, executive benefit and charitable plans, disability planning, retirement plans, and variable executive life insurance. The course is scheduled October 11, 1999. 20 CH

Pacific Life Insurance - Annuities Division

Planning Your Estate with VAs and Trusts

The course addresses product knowledge of variable annuities. The course is 1 hour of classroom instruction designed to provide general information on wealth transfer options, types of trusts, trusts in estate planning and using variable annuities in trusts. No offerings scheduled pending approval. 1 CH

Society of Financial Service Professionals

The following courses are part of the Society of Financial Service Professionals CLU and ChFC certification programs.

1999 National Conference - Day 1 - Case Study	3 CH
1999 National Conference - Day 2 - Sections Modules	2 CH
1999 Keeping Current Clinic	10 CH

The following licensees have applied for individual credit for the course summarized below.

Vickie McCormick

Darla Peterson

Phillip Yasenak

Homeowners I - Claims Training Service

The course addresses product knowledge of property and casualty insurance. The course is 16 hours of classroom instruction, including 12 hours of insurance continuing education, designed to provide general information on homeowners coverages, use claims, perils, exclusions, homeowner theft claims, depreciation, and subrogation. The course was held June 18, 1999. 12 CH

The following licensees have applied for individual credit for the course summarized below.

Zada Stamper

David Brickley

Darla Peterson

Andrea Mahan

Jennifer Hutter

Auto I - Claims Training Services

The course addresses product knowledge of property and casualty insurance. The course is 16 hours of classroom instruction, including 11 hours of insurance continuing education, designed to provide general information on claim file organization and reserves, personal auto policy coverages, adjusting claims, reservation of rights, medical payments, legal liability and indicators of fraud. The course was held June 15, 1999. 11 CH

Reliastar Life Insurance Company

Applying Advance Planning Concepts

The course addresses product knowledge of life insurance. The course is 1 hour of classroom instruction designed to provide general information on golden handcuffs using split dollar plans, deferred compensation and generating extra retirement income. The course was held July 6, 1999. 1 CH

St. Paul Fire and Marine

Construction Insurance Issues & Specialty Coverages

The course addresses product knowledge of property and casualty insurance. The course is 3 hours of classroom instruction, including 2½ hours of insurance continuing education, designed to provide specific information on artificial stucco and defect claims, construction liability coverage first and third party coverage, and claim exclusions, and professional, pollution and international insurance coverages. The course was held August 20, 1999. 2.5 CH

Insurance Trends in the Construction Industry

The course addresses management. The course is 1 hour of classroom instruction designed to provide general information on measuring agent and insurance carrier performance, safety concerns, legislative issues, and architect contracts. This course was held August 20, 1999. 1 CH

Work Zone Accidents

The course addresses product knowledge of property and casualty insurance. The course is 1 hour of classroom instruction designed to provide general information on negligence, involved parties, claims, transfer of responsibility and possible outcomes of a work zone accident. The course was held August 20, 1999. 1 CH

SunAmerica Life Insurance

Understanding the Baby Boomer Segment

The course addresses product knowledge of variable annuities. The course is 1 hour of classroom instruction, including ½ hour of insurance continuing education, designed to provide basic information on retirement planning by baby boomers and using variable annuities as an investment alternative. No offerings scheduled pending approval. .5 CH

Michelle France

1999 Education Caravan: Land Use Planning - Real Estate Broker Management - 1031 Exchanges, Montana Association of Realtors

The course addresses product knowledge of title insurance. The course is 12 hours of classroom instruction, including 4 hours of insurance continuing education, designed to provide general information on the Montana Subdivision and Platting Act, trust accounts and laws governing these accounts. This course was held July 19, 1999. 4 CH

Chicago Title Insurance Company

1999 Underwriting Seminar

The course addresses title insurance. The course is 5 hours of insurance continuing education designed to provide general information on commercial projects, escrow instructions, foreclosure issues, railroads, and recent claims. The course is scheduled October 2, 1999. 5 CH

Broker Educational Sales and Training

Variable Annuitization

The course addresses product knowledge of variable annuities. The course is 3 hours of classroom instruction designed to provide general information on types, phases, features and benefits of annuities, methods and uses of annuitization, and the outlook for variable annuitization. No offerings scheduled pending approval. 3 CH

Annuity Features and Benefits

The course addresses product knowledge of variable annuities. The course is 1½ hours of classroom instruction designed to provide basic information on features and benefits of annuities, estate planning applications, and insurance protection. No offerings scheduled pending approval. 1.5 CH

Equity Index Insurance

The course addresses product knowledge of annuities. The course is 3 hours of classroom instruction designed to provide basic information on common features of deferred annuities, types of annuities, indexing and terminology. No offerings scheduled pending approval. 3 CH

Northwestern Mutual Life Insurance Company

Advanced Planning Seminar - 1999

The course addresses product knowledge of life and disability insurance and annuities. The course is 7 hours of classroom instruction designed to provide general information on life insurance ownership arrangements, life insurance tax traps, buy-sell plans and family limited partnership. The course is scheduled September 13, 1999. 7 CH

Tri-West Insurance Brokerage

Understanding Long Term Care Insurance

The course addresses product knowledge of health insurance. The course is 3 hours of classroom instruction designed to provide general information on long term care coverage, what long term care is and isn't, basic policy features, and qualifying for coverage. No offerings scheduled pending approval. 3 CH

Jefferson Pilot Financial

Retirement Planning for Executives and Business Owners

The course addresses product knowledge of life insurance. The course is 1½ hours of classroom instruction designed to provide basic information on qualified and non-qualified plans, annual coverage review and the Jefferson Pilot product LifeComp. No offerings scheduled pending approval. 1.5 CH

Commonwealth Risk Services, L. P.

Producers Forum

The course addresses marketing and management. The course is 14 hours of classroom instruction designs to provide general information on risk management, program design, mergers versus independents, captive agents, and reinsurance. The course is scheduled October 18, 1999. 14 CH

Society of Financial Service Professionals

New York Life CC/PC (Chairman's Council/President's Council) Meetings

The course addresses product knowledge of life insurance. The course is 2 hours of classroom instruction designed to provide general information on private split dollar plans, life insurance in qualified plans, and death benefits. The course is scheduled October 9, 1999. 2 CH

The American College

The following course is part of the American College ChFC and CLU certification programs.

Keeping the Family Business 1999 3 CH

LifeUSA Marketing, Inc.

How to Shield Seniors' Assets

The course addresses product knowledge of annuities. The course is 1½ hours of classroom instruction designed to provide general information on the purpose of annuities, evaluating changes in product, immediate versus deferred annuities and protecting seniors' assets. 1.5 CH

Mutual of Omaha Companies

'99 Women's Initiative National (WIN) Conference

The course addresses product knowledge of life and health insurance. The course is 7 hours of classroom instruction, including 4 hours of insurance continuing education, designed to provide general information on life insurance and long term care insurance, retirement planning, and business insurance. The course is scheduled October 4, 1999. 4 CH

Insurance Business Consultants

Advanced Truckers 1999

The course addresses product knowledge of property and casualty insurance. The course is 12 hours of classroom instruction designed to provide specific information on trucking industry regulation, deregulation and the termination of the ICC, truckers contracts and auto liability, the truckers policy and the value of the vehicle. The course is scheduled October 17, 1999. 12 CH

Great West Casualty Company

Servicing the Trucking Industry

The course addresses marketing and management. The course is 10 hours of insurance continuing education designed to provide general information on trucker insurance needs, liability claims, claims reporting and safety services. The course is scheduled September 23, 1999. 10 CH

Farmers Insurance Group

Businessowners Package Policy

The course addresses product knowledge of property and casualty insurance. The course is 4 hours of classroom instruction, including 3 hours of insurance continuing education, designed to provide general information on businessowners property coverage, additional and special coverages, coverage extensions, liability coverages, and common policy conditions. No offerings scheduled pending approval. 3 CH

Pictorial, Inc.

The following courses are minor revisions of Pictorial courses previously reviewed by the council and recommended for approval.

Medicare & Medigap Insurance, 7th edition 8 CH
Commercial General Liability Rating, 7th Edition 8 CH

Tanner and Associates

1999 Insurance Law Update

The course addresses changes in Montana insurance statutes. The course is 1 hour of classroom instruction designed to provide general information on changes made primarily to property and casualty and general insurance statutes during the 1999 legislative session. No offerings scheduled pending approval. 1 CH

Funeral Service Education Foundation

The following courses are the Funeral Service Education Foundation Certified Preplanning Consultant certification program.

Certified PrePlanning Consultant (FASTRAC I) - classroom 14 CH
Certified PrePlanning Consultant (self-study) 15 CH
Certified Pre-Planning Consultant (FASTRAC II) - classroom 6.5 CH

Billings Insurance Associates

The following course was previously submitted by the Insurance Institute of America for review and recommended for approval by the council.

Basic Business Insurance (INS 23) 10 CH

Independent Insurance Agents of America

The following course was previously submitted by the CPCU Society for review, summarized May 13, 1999 and recommended by the council for approval.

Managing the Risks of Internet Commerce 3 CH

The National Alliance for Insurance Education & Research

The following course is part of the National Alliance CIC certification program.

1999 James K. Ruble Advanced Coverage Seminar - 4 20 CH

First American Title Insurance

1999 Title & Escrow Seminar

The course addresses product knowledge of title insurance. The course is 10 hours of classroom instructing designed to provide specific information on legislative changes, escrow and closings, title issues and child support enforcement. The course was held April 8, 1999. 10 CH

All courses following on this summary are submitted as renewal of courses reviewed or renewed and approved during 1997. Sponsoring organizations have certified that these courses will continue to be offered as originally submitted.

Kettley Publishing Company

Concepts for Professionals 16 CH

INSURANCE CONTINUING EDUCATION ADVISORY COUNCIL

AGENDA

July 22, 1999

Sam Mitchell Building-Room 270 - **Telephone Conference**

Call to order	11:00
1999 Legislative Changes Affecting Insurance Continuing Education Administrative Rule revision draft and time table	11:10
Presentation of course renewals and summaries	11:20
Public Comment	11:30
Discussion of course renewals and summaries	11:45
Council direction to staff	11:50
Administrative Details	11:55

Next Meeting

August 26, 1999 - 10:30 a.m., Advisory Council Meeting, telephone conference

Administrative Rules Hearing - after August 30, 1999

Adjourn	12:00

July 19, 1999

Insurance Continuing Education Advisory Council

Conference Call Minutes

July 22, 1999

The following are summary minutes of the Insurance Continuing Education Advisory Council.

The teleconference meeting of the Insurance Continuing Education Advisory Council was called to order in the conference room, State Auditor's Office, Sam Mitchell Building, at 11:00 a.m.

Members Present - via phone

Mark Nelson, Insurance Department Non-Voting Member
Bill Bolt, Professional Insurance Agents of Montana Member
John Bebee, Unaffiliated Insurance Agent Member
Robin Boon, Independent Insurance Agents of Montana Member
Tony Leenknecht, Montana Association of Life Underwriters Member

Staff Present

Mary Arnold, Continuing Education Program
Pam Pickett, Recording Secretary

A list of others present is attached as Exhibit 1.

1999 Legislative Changes Affecting Insurance Continuing Education

Administrative Rule revision draft and time table - Removal of fees, fees that are retained are going to statute.

Presentation of Course Renewals and Summaries

Arnold presented course renewals and summaries.

Public Comment

None.

Discussion of Course Renewals Summaries

Boone moved to accept course review summaries as presented and recommended course approval to the commissioner. Leenknecht seconded the motion; motion carried unanimously.

Council Direction to Staff

None.

Administrative Details

Arnold advised that Ed Ulendahl requested a packet.

Next meetings are:

August 26, 1999 - 10:30a.m., Advisory Council Meeting, telephone conference.

Administrative Rules Hearing - after August 30, 1999.

Beebe made a motion to adjourn. Boone seconded the motion, carried unanimously.

Admin Rule change

AN ACT REMOVING MOST INSURANCE FEES AND INSURANCE LICENSE FEES AND REPLACING THEM WITH A FLAT FEE FOR INSURERS APPLYING FOR OR RENEWING A CERTIFICATE OF AUTHORITY; ESTABLISHING CONTINUING EDUCATION COURSE REVIEW AND LATE RENEWAL FEES IN STATUTE RATHER THAN BY RULE WITHOUT INCREASING THE FEES; AMENDING SECTIONS 33-2-117, 33-2-126, 33-2-701, 33-2-708, 33-3-202, 33-3-203, 33-4-505, 33-17-211, 33-17-212, 33-17-214, 33-17-216, 33-17-221, 33-17-231, 33-17-301, 33-17-505, 33-17-1204, AND 33-17-1205, MCA; AND PROVIDING A DELAYED EFFECTIVE DATE.

BE IT ENACTED BY THE LEGISLATURE OF THE STATE OF MONTANA:

Section 1. Section 33-2-117, MCA, is amended to read:

"33-2-117. ~~Continuance~~ Renewal, expiration, reinstatement, and amendment of certificate of authority. (1) ~~Certificates~~ A certificate of authority issued or renewed under this code must continue in force as long as the insurer is entitled ~~thereto~~ under this code and until suspended, ~~or~~ revoked, or otherwise terminated. A certificate is subject to ~~continuance~~ renewal by the insurer each year by payment on or prior to March 1 of the ~~continuation~~ fee provided for in 33-2-708.

(2) If not continued by the insurer, the certificate of authority expires at midnight on May 31 following failure of the insurer to continue it in force. The commissioner shall promptly notify the insurer of its failure to pay the ~~continuation~~ fee that can result in the expiration of its certificate of authority.

(3) The commissioner may reinstate a certificate of authority that the insurer has inadvertently permitted to expire after the insurer cures any failures resulting in expiration and upon payment of ~~the~~ a fee of $100 for reinstatement in addition to the ~~current continuation fee, as~~ fee provided for in 33-2-708. Otherwise, the insurer may be granted another certificate of authority only after filing an application and meeting all other requirements for an original certificate of authority in this state.

(4) The commissioner may amend a certificate of authority at any time to accord with changes in the insurer's charter of insuring powers."

licensed as an adjuster if each individual who is to exercise the adjuster license powers is separately licensed or is named in the partnership or corporation adjuster license and is qualified for an individual adjuster license. ~~An additional full license fee must be paid for each individual in excess of one named in the partnership or corporation adjuster license to exercise its powers.~~

(4) An adjuster license or qualifications are not required for an adjuster who is sent into this state by and on behalf of an insurer or adjusting partnership or corporation for the purpose of investigating or making adjustments of a particular loss under an insurance policy or for the adjustment of a series of losses resulting from a catastrophe common to all losses.

(5) An adjuster license continues in force until expired, suspended, revoked, or terminated. The license is subject to ~~annual payment to the commissioner of the renewal fee required by 33-2-708, accompanied by a written request for renewal~~ renewal upon written request to the commissioner.

(6) The commissioner may adopt rules providing for the examination, licensure, bonding, and regulation of public adjusters."

Section 15. Section 33-17-505, MCA, is amended to read:

"33-17-505. Qualification ~~-- fee~~ examination. ~~(1)~~ In order to determine the competency of an applicant for a consultant license, the commissioner shall require the applicant to pass an examination.

~~(2) The fee for taking the consultant license examination is $50. The commissioner shall deposit all fees collected in the general fund. The fee for taking a second or subsequent examination may be no more than the cost of administering the examination, not to exceed $50.~~"

Section 16. Section 33-17-1204, MCA, is amended to read:

"33-17-1204. Review and approval of continuing education courses by commissioner -- advisory council. (1) The commissioner shall, after review by and at the recommendations of the advisory council established under subsection (2), approve only those continuing education courses, lectures, seminars, and instructional programs that the commissioner determines would improve the product knowledge, management, ethics, or marketing capability of the licensee. Course content, instructors, material, instructional format, and the sponsoring organization must be approved and periodically reviewed by the commissioner. The ~~filing~~ fee ~~and process~~ for approval of a course, lecture, seminar, or instructional

program ~~must be determined by the commissioner by rule~~ is listed in 33-2-708(2). The commissioner shall also determine the number of credit hours to be awarded for completion of an approved continuing education activity.

(2) The commissioner shall appoint an advisory council, pursuant to 2-15-122, consisting of one representative of the independent insurance agents of Montana, one representative of the Montana association of life underwriters, one representative of the professional insurance agents of Montana, two public members who are not directly employed by the insurance industry, one insurance producer or consultant not affiliated with any of the three listed organizations, and a nonvoting presiding officer from the department who will be appointed by the commissioner as a representative of the department. The members of the council shall serve a term of 2 years, except that the initial term of the representative from each organization is 3 years. The commissioner shall consult with the council in formulating rules and standards for the approval of continuing education activities and prior to approving specific education activities. The provisions of 2-15-122(9) and (10) do not apply to this council.

(3) In conducting periodic review of course content, instructors, material, instructional format, or a sponsoring organization, the commissioner may exercise any investigative power of the commissioner provided for in 33-1-311 or 33-1-315.

(4) If after review or investigation the commissioner determines an approved continuing education activity is not being operated in compliance with the standards established under this section, the commissioner may revoke approval, place the activity under probationary approval, or issue a cease and desist order under 33-1-318."

Section 17. Section 33-17-1205, MCA, is amended to read:

"**33-17-1205. Compliance -- failure to comply.** (1) Each person subject to the requirements of 33-17-1203 shall file annually on a form supplied by the commissioner written certification as to the approved courses, lectures, seminars, and instructional programs successfully completed by that person during the preceding calendar year. ~~The form must be accompanied with a filing fee established by the commissioner.~~

(2) The commissioner may suspend the license of any person failing to comply with subsection (1) who has not been granted an extension under 33-17-1203 and may impose a late renewal fee ~~in the~~

~~amount of twice the annual filing fee~~ of $20, which is the same amount previously determined by an administrative rule in effect on November 3, 1998. The suspension must remain in effect until the time that the person demonstrates to the satisfaction of the commissioner that the person has complied with all the provisions of this part. If the license of an insurance producer or consultant is suspended by reason of this section for a period exceeding 12 months, the license must be terminated upon notice to the insurance producer or consultant.

(3) Each person providing approved courses, lectures, seminars, and instructional programs, including insurance company education programs, shall file annually with the commissioner an alphabetical list of the names and addresses of all persons who have successfully completed an approved continuing education activity during the preceding calendar year.

(4) The commissioner may, following the process provided for in 33-1-314, withdraw approval of all courses, lectures, seminars, and instructional programs of any person that fails to comply with subsection (3). The commissioner may, after having conducted a hearing pursuant to 33-1-701, impose a fine upon a person that has failed to comply with subsection (3). The fine may not exceed the penalty permitted by 33-1-317."

Section 18. Effective date. [This act] is effective January 1, 2000, with the application and renewal fee in 33-2-708 being due March 1, 2000, for tax year 1999.

- END -

BEFORE THE STATE AUDITOR AND COMMISSIONER OF INSURANCE
OF THE STATE OF MONTANA

In the matter of the amendment of rule 6.6.4102 pertaining to continuing education fees.	))))	NOTICE OF PROPOSED AMENDMENT NO PUBLIC HEARING CONTEMPLATED

TO: All Interested Persons

1. On August 30, 1999, the state auditor and commissioner of insurance proposes to amend Rule 6.6.4102 pertaining to continuing education fees.

2. The proposed amendments are as follows (new material is underlined; material to be deleted is interlined):

6.6.4102 CONTINUING EDUCATION FEES

~~(1) Licensees:~~

~~(a) Filing annual certification of course completion . . . . . $ 10.00~~

~~(b) Late renewal fee . . . . . $ 20.00~~

~~(c) The late renewal fee is separate and distinct from the annual certification of course completion fee. Licensees required to pay the late renewal fee in a given year must also pay the annual certification of course completion fee for that year.~~

~~(2) Sponsoring organizations:~~

~~(a) Submission of a course or program for review and initial biennial certification . . . . . $75.00~~

~~(b) Submission of a course or program by an individual Montana insurance producer or consultant for review and one-time approval . . . . . $25.00~~

~~(c) A maximum submission fee of $1,500.00 may be charged a sponsoring organization during a biennium for initial review of courses.~~

~~(3)~~ (1) Accredited educational institutions are exempt from fee requirements for courses provided for academic credit.

~~(4) All fees are non refundable.~~

AUTH: Sec. 33-1-313, 33-2-708 and 33-17-1206, MCA
IMP: Sec. 33-2-708, 33-17-1204, 33-17-1205 and 33-17-1207, MCA

3. This amendment will become effective on January 1, 2000.

4. Rule 6.6.4102 is proposed for amendment due to the

passage of Senate Bill 132 during the 1999 Montana Legislative Session. Senate Bill 132 repealed most insurance fees including continuing education fees and replaced them with a single fee on insurance companies.

5. Interested parties may submit their data, views or arguments concerning the proposed amendment in writing to Sandi Binstock, Montana Insurance Department, P.O. Box 4009, Helena, Montana 59604, and must be received no later than August 26, 1999.

6. If a person who is directly affected by the proposed amendment wishes to express their data, views and arguments orally or in writing at a public hearing, they must make a written request for a hearing and submit this request along with any written comments they have to Sandi Binstock, Montana Insurance Department, P.O. Box 4009, Helena, Montana 59604. A written request for hearing must be received no later than August 26, 1999.

7. If the agency receives requests for a public hearing on the proposed amendment from either 10% or 25, whichever is less, of the persons who are directly affected by the proposed action; from the administrative rule review committee of the legislature; from a governmental subdivision or agency; or from an association having not less than 25 members who will be directly affected, a hearing will be held at a later date. Notice of the hearing will be published in the Montana Administrative Register. Ten percent of those persons directly affected has been determined to be 50 persons based on the 500 persons who have indicated interest in the rules of this agency and who the agency has determined could be directly affected by these rules.

8. The State Auditor's Office maintains a list of interested persons who wish to receive notices of rulemaking actions proposed by this agency. Persons who wish to have their name added to the list shall make a written request which includes the name and mailing address of the person to receive notices and specifies whether the person wishes to receive notices regarding insurance rules, securities rules, or both. Such written requests may be mailed or delivered to the State Auditor's Office, P.O. Box 4009, Helena, MT 59604, faxed to the office at 406-444-3497, or may be made by completing a request form at any rules hearing held by the State Auditor's Office.

MARK O'KEEFE, State Auditor
and Commissioner of Insurance

By: _____
Frank Coté
Deputy Insurance Commissioner

By: _____
Gary L. Spaeth
Rules Reviewer

Certified to the Secretary of State on July 12, 1999.

COURSE REVIEW SUMMARIES

The following courses have been reviewed by the continuing education program staff and are presented for Advisory Council action.

The sponsoring organizations have indicated appropriate attendance verification, instructor certification, student record maintenance, fee policies and examination administration.

Included at the end of most summaries is notation of a suggested credit hour assignment based on the materials submitted by the sponsoring organization for review. After review and recommendation by the advisory council, final determination of course approval and credit hour assignment shall be made by the commissioner.

Al courses on this summary are submitted as renewal of courses reviewed or renewed and approved during 1997. Sponsoring organizations have certified that these courses will continue to be offered as originally submitted.

National Flood Services

Flood Insurance	3.5 CH

The American College

PACE (Professional Achievement in Continuing Education)	15 CH
CE 211 Understanding & Explaining First- & Second-to-Die Life Insurance Products	3 CH
CE 212 Understanding & Explaining Variable Life & Variable Annuity Products	3 CH
CE 215 Executive Benefit Planning	3 CH
CE 216 Health Insurance Planning for the Older Client	3 CH

The INSCO DICO Group

Back to Basics	7 CH

Pictorial

Montana Guide to Ethics & Sales Compliance	5.5 CH

COURSE REVIEW SUMMARIES

The following courses have been reviewed by the continuing education program staff and are presented for Advisory Council action.

The sponsoring organizations have indicated appropriate attendance verification, instructor certification, student record maintenance, fee policies and examination administration.

Included at the end of most summaries is notation of a suggested credit hour assignment based on the materials submitted by the sponsoring organization for review. After review and recommendation by the advisory council, final determination of course approval and credit hour assignment shall be made by the commissioner.

Penn Mutual Life Insurance Company

Section 419 - Life Insurance Benefit Plans

The course addresses product knowledge of life insurance. The course is 1 hour of classroom instruction designed to provide specific information on mid-size business use of life insurance to provide selective benefits including: retirement funds, and life insurance. No offerings scheduled pending approval. 1 CH

Commonwealth Land Title Insurance Company

Commonwealth Agency Seminar: Leasehold Policies

The course addresses product knowledge of property insurance. The course is 2 hours of classroom instruction designed to provide general information on insuring leased property, determination of amount of policy, real and contract interest in property and chain of title. The course is scheduled August 7, 1999. 2 CH

Principal Financial Group

Introduction to Non-qualified Excess Retirement Plans

The course addresses product knowledge of life insurance. The course is 2½ hours of classroom instruction designed to provide specific information on providing additional retirement benefits to highly compensated employees through corporate owned life insurance, basic plan design , vesting, limitations and tax considerations of such plans. The course was held June 29, 1999. 2.5 CH

Dearborn Financial Group

Ethics in the Financial Services Industry

The course addresses ethics. The course is 4 hours of classroom instruction designed to provide specific information on ethical behavior in the insurance and securities industries, and methods for determining and ensuring ethical behavior and decisions. The course is scheduled July 23, 1999. 4 CH

Society of Financial Service Professionals

The 1999 Acacia Group

The course addresses product knowledge of life insurance. The course is 15 hours of classroom instruction designed to provide specific information of life insurance in qualified and non-qualified pension plans, insurance investment products, disability income insurance, asset allocation, and estate planning. The course is scheduled August 16, 1999. 15 CH

Aid Association for Lutherans

Minimum Required Distributions (classroom)

The course addresses product knowledge of annuities. The course is 3 hours of classroom instruction designed to provide general information on payouts from fixed and variable annuities, rollovers from qualified plans, and payout options. No offerings scheduled pending approval. 3 CH

The following course is the computer-based offering of the course summarized above.

Minimum Required Distributions (CBT) 3 CH

Charitable Giving (classroom)

The course addresses product knowledge of life insurance. The course is 3 hours of classroom instruction, including 2 hours of insurance continuing education, designed to provide general information on life insurance beneficiary designation and contract gifts, charitable gift annuities, irrevocable life insurance trusts and suitability. No offerings scheduled pending approval. 2 CH

SPIA/SPIVA (Single Premium Immediate Annuity/Single Premium Immediate Variable Annuity)

The course addresses product knowledge of annuities. The course is 3 hours of classroom instruction designed to provide specific information on immediate annuities, fraternal products, and uses for immediate annuities. No offerings scheduled pending approval. 3 CH

Rural Community Insurance Services

2000 MPCI Update Meeting

The course addresses product knowledge of property and casualty insurance. The course is 7 hours of classroom instruction, including 5½ hours of insurance continuing education, designed to provide specific information on federal updates to the Multi-peril crop insurance program for planting year 2000, basic and small grain provisions, endorsements, yields and reports. No offerings scheduled pending approval. 5.5 CH

General American Life Insurance Company

Choice of Entity School

The course addresses product knowledge of life insurance. The course is 14 hours of classroom instruction, including 12 hours of insurance continuing education, designed to provide specific information on bonus plans, group term insurance, split dollar plans, business owned life insurance, charitable remainder trusts, grantor retained annuity trusts and life insurance family and limited liability partnerships. The course was held July 19, 1999. 12 CH

ClienTell

From Pavlov to Maslow: Understanding the Insurance Products and Plans of Business Insurance

The course addresses product knowledge of life insurance. The course is 3 hours of classroom instruction designed to provide general information on insurance product structure, executive bonus, split dollar plans, retirement and key employee plans, variable annuities in qualified plans, and use of cash value life insurance. No offerings scheduled pending approval. 3 CH

J & H Marsh & McLennan

Automobile Liability Coverage Checklist - I

The course addresses product knowledge of casualty insurance. The course is 2½ hours of classroom instruction, designed to provide general information on automobile liability coverage, limits, deductible, coverage extensions, conditions, exclusions, and premium. The course was held July 7, 1999. 2.5 CH

Manulife Financial

Life Insurance Funding with Qualified Plans & Annuity Maximization

The course addresses product knowledge of life insurance. The course is 2 hours of classroom instruction designed to provide basic information on using a irrevocable life insurance trust to fund a cash policy designed to pay estate taxes and create asset liquidity with out estate sale of assets. No offerings scheduled pending approval. 2 CH

Society of Financial Services Professionals

1999 NYL (New York Life) Executive Council

The course addresses product knowledge of life insurance. The course is 2 hours of classroom instruction designed to provide specific information on estate planning, gift planning in excess of the annual exclusion amount, charitable lead trusts, and credit shelter trusts. The course is scheduled August 20, 1999. 2 CH

The American College

The following course is part of the American College CLU and ChFC certification programs.

HS344 Advanced Topics in Managed Care 15 CH

Northwestern Mutual Life Insurance Company

1999 CLU Postgraduate Round Table

The course addresses product knowledge of life insurance. The course is 2 hours of classroom instruction designed to provide in-depth information on funding life insurance to provide estate liquidity for the mega-rich and majority shareholder and private split dollar plans. The course is scheduled July 28, 1999. 2 CH

Montana Insurance Education Foundation

Middle Market Cases & Coverages

The course addresses product knowledge of property and casualty insurance. The course is 3 hours of classroom instruction and role play designed to provide specific information on commercial and personal lines insurance, building insurance programs, and using the insurance team to build solutions to complex coverage issues. The course is scheduled July 27, 1999. 3 CH

Hidden Coverages

The course addresses product knowledge of property and casualty insurance. The course is 3 hours of classroom instruction designed to provide specific information on intended and unintended policy coverages found during litigation. The course is scheduled July 26, 1999. 3 CH

J & H Marsh & McLennan

Construction Coverage Workshop

The course addresses product knowledge of property and casualty insurance. The course is 3 hours of classroom instruction designed to provide specific information on commercial general liability, owners, railroad, and contractors protective liability, builders risk/installation floaters and umbrella liability. The course is scheduled September 16, 1999. 3 CH

Marine & Energy Insurance Marketing Concepts

The course addresses product knowledge of property and casualty insurance. The course is 16 hours of classroom instruction designed to provide specific information on ocean marine cargo insurance and claims, on-shore property and damage coverage, business interruption coverage, contraction all risk and erection all risk coverage, protection and indemnity insurance, and hull and machinery insurance. The course is scheduled September 21, 1999. 16 CH

Property Insurance Coverage Workshop

The course addresses product knowledge of property insurance. The course is 12½ hours of classroom instruction designed to provide in-depth information on property insurance, coverage, insureds, time element coverage, exclusions, and terms of insurance. The course is scheduled September 13, 1999. 12.5 CH

Montana Land Title Association

Customer Service for the 21st Century

The course addresses product knowledge of title insurance. The course is 3½ hours of classroom instruction, including 3 hours of insurance continuing education , designed to provide specific information on electronic notarization and recording, RESPA, the Title team, and other settlement services. The course is scheduled August 5, 1999. 3 CH

American Express Financial Advisors

Fundamentals of Retirement Plans

The course addresses product knowledge of life insurance. The corse is 15 hours of self-study correspondence text designed to provide specific information on defined contribution plans, life insurance as an investment, plan administration and distributions. This is an on-going offering. 15 CH

Pension Flexibility Using Life Insurance

The course addresses product knowledge of life insurance. The course is 3 hours of classroom instruction designed to provide general information on client need, traditional and multiple benefit approaches, and strategy illustrations. No offerings scheduled pending approval. 3 CH

Investment & Tax Control Triangle Strategy

The course addresses product knowledge of life insurance. The course is 2 hours of classroom instruction designed to provide general information on client issues, objectives and concerns, leveraging tax liability, tax free life insurance investment of funds. No offerings scheduled pending approval. 2 CH

The Academy for Healthcare Management

The following courses are part of the Academy for Healthcare Management (an association of American Association of Health Plans, BCBS Association and LOMA) certification program.

AHM 520 - Health Plan Finance & Risk Management 15 CH
AHM 510 MCOs: Governance & Regulation 15 CH
AHM 250 Managed Care: An Introduction 15 CH
AHM 530 Network Management in Managed Care Organizations 15 CH

Professional Education Company

Life Plans

The course addresses product knowledge of life insurance. The course is 4 hours of self-study correspondence text designed to provide specific information on business and personal uses of life insurance, life insurance as property, need, exclusions and restrictions, and settlement options. This is an on-going offering. 4 CH

Personal Property Insurance

The course addresses product knowledge of property insurance. The course is 4 hours of self-study correspondence text designed to provide specific information on floaters, exclusions, scheduled and unscheduled personal property, all risk coverage and boating coverages. This is an on-going offering. 4 CH

Annuity and Life Plans

The course addresses product knowledge of life insurance and annuities. The course is 4 hours of self-study correspondence text designed to provide specific information on types of annuities and life insurance, advantages and disadvantages, withdrawal options, uses of life insurance, and policy riders. This is an on-going offering. 4 CH

NFC Consulting Group

Estate Planning Mistakes 101

The course addresses product knowledge of life insurance. The course is 1 hour of classroom instruction designed to provide general information on gifting, Crummey and minor's trusts, life insurance trusts, and estate taxes. No offerings scheduled pending approval. 1 CH

Common Estate Planning Mistakes 201

The course addresses product knowledge of life insurance. The course is 1 hour of classroom instruction designed to provide basic information on irrevocable life insurance trusts and excluding life insurance from an estate. The course was held July 14, 1999. 1 CH

The Annuity Income Phase

The course addresses product knowledge of annuities. The course is 2 hours of classroom instruction designed to provide general information on income payments versus systematic withdrawals, fixed versus variable payments, income options, and tax treatment of income payments. No offerings scheduled pending approval. 2 CH

VUL as a Financial Solution

The course addresses product knowledge of life insurance. The course is 2 hours of classroom instruction designed to provide basic information on variable universal life insurance, investment benefits, VUL versus other insurance alternatives, universal life insurance, and coverage flexibility. No offerings scheduled pending approval. 2 CH

Broker Educational Sales & Training

Distribution and Tax Implications for Non-qualified Deferred Annuities

The course addresses product knowledge of annuities. The course is 2 hours of classroom instruction designed to provide basic information on the life cycle and tax implications of non-qualified deferred annuities. No offerings scheduled pending approval. 2 CH

Dispelling Popular Myths about Variable Annuities

The course addresses product knowledge of annuities. The course is 2 hours of classroom instruction designed to provide general information on variable annuities versus mutual funds, annuitization, and taxation. No offerings scheduled pending approval. 2 CH

Rain and Hail, LLC

Fall MPCI Agent Training for Crop Year 2000

The course addresses product knowledge of property and casualty insurance. The course is 6 hours of classroom instruction, including 5 hours of insurance continuing education, designed to provide specific information on federal updates to the Multi-peril crop insurance program for planting year 2000, basic and small grain provisions, endorsements, yields and reports. The course is scheduled August 31, 1999. 5 CH

National Association of Surety Bond Producers

Pro-active Contract Administration for Contractors and their Surety

The course addresses product knowledge of surety bonds. The course is 1½ hours of classroom instruction designed to provide specific information on construction bonding, defaults, principle termination and business strategy, project performance, and subcontractors. The course is scheduled August 5, 1999. 1.5 CH

Dearborn Financial Publishing

The correspondence text version of the following course was reviewed and recommended for approval by the Advisory Council June 3, 1999.

Variable Annuity FAQs (CBT) 5 CH

The MoNY Group

Business Planning

The course addresses product knowledge of life insurance. The course is 11 hours of classroom instruction designed to provide specific information on buy-sell and business succession planning, minority interest planning, split dollar arrangements and executive bonus plans. The course is scheduled October 6, 1999. 11 CH

Estate Planning Basics

The course addresses product knowledge of life insurance. The course is 10½ hours of classroom instruction designed to provide general information on planning with life insurance, irrevocable life insurance trusts, family business planning, planning for the single parent and second marriage and reducing the taxable estate. The course is scheduled October 4, 1999. 10.5 CH

The National Alliance for Insurance Education & Research

The following course is part of the National Alliance CIC certification program.

1999 James K. Ruble Mega Seminar (TX) 19 CH

Great West Casualty Company

Safety Compliance

The course addresses management. The course is 6 hours of classroom instruction designed to provide general information on driver loss and maintenance monitoring to reduce loss and increase safety. The course is scheduled August 23, 1999. 6 CH

ClienTell

Financial Solutions with Long Term Care Insurance

The course addresses product knowledge of health insurance. The course is 7 hours of classroom instruction designed to provide specific information on long term care and long term care insurance coverage, levels of care, financial impact and suitability of coverage. No offerings scheduled pending approval. 7 CH

Advanced Education Services

Long Term Care

The course addresses product knowledge of health insurance. The course is 16 hours of classroom instruction, including 8 hours of insurance continuing education, designed to provide general information on benefits, exclusions, policy types, benefits, coverages and suitability. No offerings scheduled pending approval. 8 CH

Planco

Structuring Annuities

The course addresses product knowledge of annuities. The course is 2 hours of classroom instruction designed to provide basic information on annuity contracts, annuitization options, and structuring annuities. No offerings scheduled pending approval. 2 CH

Charitable Remainder Trusts

The course addresses product knowledge of annuities. The course is 2 hours of classroom instruction, including 1 hour of insurance continuing education designed to provide basic information on stock capital gains in charitable remainder trusts, charitable remainder annuity trusts, irrevocable trusts and wealth replacement trusts. No offerings scheduled pending approval. 1 CH

This course was previously summarized and recommended for approval by the Advisory council. Course approval expired June 20, 1999.

Single Premium Variable Life 2 CH

Fireman's Fund Agribusiness (formerly Crop Growers Insurance)

2000 Fall Crop Insurance Update

The course addresses product knowledge of property and casualty insurance. The course is 7 hours of classroom instruction, including 5½ hours of insurance continuing education, designed to provide specific information on federal updates to the Multi-peril crop insurance program for planting year 2000, basic and small grain provisions, endorsements, yields and reports. The course is scheduled August 23, 1999. 5.5 CH

American Express Financial Advisors

Buy Term and Invest the Difference

The course addresses product knowledge of life insurance. The course is 2 hours of classroom instruction designed to provide general information on term life versus permanent life insurance, sales illustrations, client coverage analysis, advantages and disadvantages of coverage. No offerings scheduled pending approval. 2 CH

ClienTell

Variable Annuity Discussion

The course addresses product knowledge of annuities. The course is 1 hours of classroom instruction designed to provide specific information cost structure, death benefits, waivers, cost, and tax deferral. No offerings scheduled pending approval. 1 CH

Broker Educational Sales and Training

Retirement Planning

The course addresses product knowledge of annuities. The course is 2 hours of classroom instruction, including 1 hour of insurance continuing education, designed to provide general information on variable annuitization, tax deferral, advantages versus disadvantages and income distribution features. 1 CH

United Insurance Educators

Financial Stuff

The course addresses product knowledge of life, property, casualty, and health insurance and annuities. The course is 15 hours of self-study correspondence text designed to provide basic information on ethics, life and health insurance, disability insurance, annuities, advantages and disadvantages, risk and personal insurance coverage. This is an on-going offering. 15 CH

Stone Hill and Associates

Advanced Long Term Care Insurance

The course addresses product knowledge of health insurance. The course is 2 hours of classroom instruction designed to provide general information on basic underwriting, tax consequences, full versus partial coverage and emotional issues. The course is scheduled September 1, 1999.

2 CH

Bankmark School of Business

The following Dearborn course was previously summarized and recommend for approval by the Advisory Council.

Long Term Care 14 CH

Northwestern Mutual Life Insurance Company

1999 ACT Seminar

The course addresses product knowledge of life insurance. The course is 3 hours of classroom instruction designed to provide specific information on split dollar compensation plans. The course is scheduled September 16, 1999. 3 CH

Society of Financial Service Professionals

The following course is part of the Society for Financial Service Professionals CLU and ChFC certification programs.

Financial Planning - State of the Art 3 CH

Mid-State School of Insurance

One Stop Shop

The course addresses insurance marketing and management. The course is 6 hours of classroom instruction designed to provide general information on insurance sales through banks, blending of services and underwriting issues. No offerings scheduled pending approval. 6 CH

At Your Service

The course addresses insurance ethics. The course is 2 hours of classroom instruction designed to provide specific information on agent responsibility, client harm, service versus client need and needs selling. No offerings scheduled pending approval. 2 CH

INSURANCE CONTINUING EDUCATION ADVISORY COUNCIL

AGENDA

June 3, 1999

Sam Mitchell Building-Room 270

Call to order	1:30
1999 Legislative Changes Affecting Insurance Continuing Education SB 132 - the fee bill HB 100 - housekeeping	1:40
Presentation of course renewals and summaries Presented	1:50
Public Comment	2:30
Break	
Discussion of course renewals and summaries Julia moved John seconded	3:00
Council direction to staff	3:30
Administrative Details	3:45
Next Meeting	

July 22, 1999 - 10:30 a.m., Advisory Council Meeting, telephone conference

August 26, 1999 - 10:30 a.m., Advisory Council Meeting, telephone conference

Administrative Rules Hearing - to be determined

Adjourn Bee Moved Len Knect Seconded	4:00

June 1, 1999

SB 132
Fee Bill

HB 10
Only Change to CE was a reduction
in Credit hours

Insurance Continuing Education Advisory Council

Conference Call Minutes

June 3,1999

The following are summary minutes of the Insurance Continuing Education Advisory Council.

The meeting of the Insurance Continuing Education Advisory Council was called to order in the conference room, State Auditor's Office, Sam Mitchell Building, at 1:30 p.m. on June 3, 1999

Members Present - via phone

Mark Nelson, Insurance Department Non-Voting Member
Julie McDade, Public Member
John Bebee, Unaffiliated Insurance Agent Member
Tony Leenknecht, Montana Association of Life Underwriters Member

Staff Present

Mary Arnold, Continuing Education Program
Pam Pickett Recording Secretary

A list of others present is attached as Exhibit 1.

Presentation of Course Renewals and Summaries

Arnold presented courses.

Public Comment

None.

Discussion of Course Renewals Summaries

McDade moved to accept course review summaries as presented and recommended course approval to the commissioner, Bebee seconded and the motion carried unanimously.

1999 Legislative Changes Affecting Insurance Continuing Education

HB100-Housekeeping: Arnold advised that the only change to continuing education that was made in the houskeeping bill was the reduction of continuing education credit hour requirements for those individuals who are credit life and credit disability only licensees. Essentially the car dealerships and banks are people who are going to be affected by that. It was passed and signed by the Governor and it will be coming out with the October revision of the Montana Insurance Code. It will be effective January, 2000.

SB132-The Fee Bill: The fees that are collected by the agency go to the agency. The excess then goes to the general fund. No longer do we have to go to the Legislature for them to dole out the dollars for each independent section. The funding goes directly to the agency. The second big change is that individual license fees are going to not have to pay many fees any longer. If you are a resident, the company for whom you work is going to pay a flat fee of $1900 a year in taxes and that amount of money is going to cover all the things like license renewals, continuing education filings, changes of address, duplicate licenses, amendments to your license appointments to other companies, etc. Next year all you're going to do is put your courses down on there and send the form in as long as it's on time. Because one of the few fees that was retained by this change is the late fees. Another impact that that's going to have on organizations is organizations which are part of the insurance industry which submit continuing education courses aren't going to have to pay fees to do that any longer either. Organizations such as Pictorial which are not members of the insurance industry and will pay that $1900 fee, will continue to pay course submission fees.

Council Direction to Staff

None.

Administrative Details

Next meeting

July 22, 1999 - 10:30 a.m., Advisory Council Meeting telephone Conference.

August 26, 1999 - 10:30 a.m. Advisory Council Meeting Telephone Conference

Administrative Rules Hearing - to be determined

Beebe made a motion to adjourn. Leenknecht seconded the motion, carried unanimously.

AN ACT GENERALLY REVISING LAWS ADMINISTERED BY THE STATE AUDITOR; GENERALLY REVISING STATE SECURITY LAWS; GENERALLY REVISING STATE INSURANCE LAWS; DEFINING "INVOLUNTARY UNEMPLOYMENT INSURANCE"; DEFINING "GAP INSURANCE" AND "GAP AMOUNT"; DEFINING "SERVICE CONTRACT INSURANCE"; DEFINING "MECHANICAL BREAKDOWN INSURANCE"; DEFINING "PREPAID LEGAL PLAN"; PROVIDING FOR EXCLUSIONS FROM THE DEFINITION OF "PREPAID LEGAL PLAN"; AMENDING SECTIONS 27-1-306, 30-10-103, 30-10-104, 30-10-105, 30-10-107, 30-10-115, 30-10-201, 30-10-210, 31-1-233, 33-1-311, 33-1-411, 33-2-109, 33-2-502, 33-2-521, 33-2-701, 33-2-806, 33-3-202, 33-3-307, 33-4-101, 33-4-203, 33-4-311, 33-4-313, 33-5-402, 33-10-102, 33-15-336, 33-15-1107, 33-16-102, 33-16-104, 33-16-1021, 33-16-1022, 33-16-1026, 33-17-212, 33-17-236, 33-17-505, 33-17-507, 33-17-1203, 33-18-301, 33-18-1006, 33-20-121, 33-20-1201, 33-22-101, 33-22-111, 33-22-140, 33-22-307, 33-22-514, 33-22-523, 33-22-524, 33-22-1803, 33-22-1809, 33-22-1811, 33-22-1813, 33-22-1815, 33-22-1816, 33-23-212, 33-30-107, 33-30-201, 33-31-111, 33-31-202, 33-31-211, 33-31-216, 33-31-301, 33-31-401, 39-8-207, AND 61-12-303, MCA; REPEALING SECTIONS 33-2-1311, 33-7-526, 33-22-801, 33-22-802, 33-22-803, 33-22-804, 33-22-805, 33-22-806, 33-22-811, 33-22-812, 33-22-813, 33-22-814, 33-22-815, AND 33-22-816, MCA; AND PROVIDING EFFECTIVE DATES.

BE IT ENACTED BY THE LEGISLATURE OF THE STATE OF MONTANA:

Section 1. Section 27-1-306, MCA, is amended to read:

"**27-1-306.** When replacement value to be allowed. The measure of damages in a case in which the cost of repairing a motor vehicle exceeds its value is the actual replacement value of the motor vehicle rather than its "book" value unless, after the damages arise, the parties agree to use the "book" value. "Book" value must be determined by referring to ~~the used car guides listed in 61-3-503(1)(c)~~ the most recent volume of the Mountain States Edition of the National Automobile Dealers Association (N.A.D.A.) Official Used Car Guide, the National Edition of the N.A.D.A. Appraisal Guides Official Older Used Car

with an outside testing service, for administering the examination and collecting the fees required by 33-17-503. The commissioner may arrange for the testing service to recover its cost of the examination from the applicant.

~~(2)~~(3) The fee for taking the consultant license examination is $50. The commissioner shall deposit all fees collected in the general fund. The fee for taking a second or subsequent examination may be no more than the cost of administering the examination, not to exceed $50."

Section 34. Section 33-17-507, MCA, is amended to read:

"**33-17-507. Revocation.** The commissioner may revoke or suspend a consultant license for a specified period ~~he determines if,~~ after giving notice and conducting a hearing. ~~as specified in this chapter, he~~ To revoke or suspend a license, the commissioner shall ~~determines~~ determine that the licensee:

(1) has violated any provision of or any obligation imposed by the insurance law or has violated any law in the course of ~~his dealings~~ dealing as an insurance consultant;

(2) has made a material misstatement in application for a consultant license;

(3) has been guilty of fraudulent or dishonest practices; or

(4) has demonstrated ~~his~~ incompetency or untrustworthiness to act as an insurance consultant."

Section 35. Section 33-17-1203, MCA, is amended to read:

"**33-17-1203. Continuing education -- basic requirements -- exceptions.** (1) Unless exempt under subsection (4):

(a) a person licensed to act as an insurance producer for property, casualty, surety, or title insurance or as a consultant for general insurance shall, during each calendar year, complete at least 10 credit hours of approved continuing education;

(b) a person licensed to act as an insurance producer for life or disability insurance or as a consultant for life insurance shall, during each calendar year, complete at least 10 credit hours of approved continuing education;

(c) a person holding multiple licenses shall, during each calendar year, complete at least 15 credit hours of approved continuing education;

(d) a person licensed to act as an insurance producer only for credit life and disability insurance shall, during each calendar year, complete ~~5~~ 2 1/2 credit hours of approved continuing education in the areas of insurance law, ethics, or credit life and disability insurance;

(e) a person licensed as an insurance producer or consultant shall, during each biennium, complete at least 1 credit hour of approved continuing education on changes in Montana insurance statutes and administrative rules.

(2) If a person licensed as an insurance producer or consultant completes more credit hours of approved continuing education in a year than the minimum required in subsection (1), the excess credit hours may be carried forward and applied to the continuing education requirements of the next year.

(3) The commissioner may, for good cause, grant an extension of time, not to exceed 1 year, during which the requirements imposed by subsection (1) may be completed.

(4) The minimum continuing education requirements do not apply to:

(a) a person licensed to sell any kind of insurance for which an examination is not required under 33-17-212(7)(d) through ~~(7)(h)~~ (7)(k);

(b) a person holding a temporary license issued under 33-17-216;

(c) a nonresident licensee who must meet continuing education requirements in the licensee's state of residence if that state grants substantially similar privileges to and has similar requirements for residents of this state;

(d) a newly licensed insurance producer or consultant during the calendar year in which the licensee first received a license;

(e) a person who only executes surety bail bonds; or

(f) an insurance producer or consultant otherwise exempted by the commissioner."

Section 36. Section 33-18-301, MCA, is amended to read:

"33-18-301. Prohibited relations with mortuaries. (1) A life insurer and its board of directors, officers, employees, or representatives may not own, manage, supervise, operate, or maintain any mortuary, funeral, or undertaking establishment in Montana.

(2) A life insurer may not contract or agree with any funeral director, mortuary, or undertaker that the funeral director, undertaker, or mortuary shall conduct the funeral or be named beneficiary of any

Admin Rule change

AN ACT REMOVING MOST INSURANCE FEES AND INSURANCE LICENSE FEES AND REPLACING THEM WITH A FLAT FEE FOR INSURERS APPLYING FOR OR RENEWING A CERTIFICATE OF AUTHORITY; ESTABLISHING CONTINUING EDUCATION COURSE REVIEW AND LATE RENEWAL FEES IN STATUTE RATHER THAN BY RULE WITHOUT INCREASING THE FEES; AMENDING SECTIONS 33-2-117, 33-2-126, 33-2-701, 33-2-708, 33-3-202, 33-3-203, 33-4-505, 33-17-211, 33-17-212, 33-17-214, 33-17-216, 33-17-221, 33-17-231, 33-17-301, 33-17-505, 33-17-1204, AND 33-17-1205, MCA; AND PROVIDING A DELAYED EFFECTIVE DATE.

BE IT ENACTED BY THE LEGISLATURE OF THE STATE OF MONTANA:

Section 1. Section 33-2-117, MCA, is amended to read:

"33-2-117. ~~Continuance~~ Renewal, expiration, reinstatement, and amendment of certificate of authority. (1) ~~Certificates~~ A certificate of authority issued or renewed under this code must continue in force as long as the insurer is entitled ~~thereto~~ under this code and until suspended, ~~or~~ revoked, or otherwise terminated. A certificate is subject to ~~continuance~~ renewal by the insurer each year by payment on or prior to March 1 of the ~~continuation~~ fee provided for in 33-2-708.

(2) If not continued by the insurer, the certificate of authority expires at midnight on May 31 following failure of the insurer to continue it in force. The commissioner shall promptly notify the insurer of its failure to pay the ~~continuation~~ fee that can result in the expiration of its certificate of authority.

(3) The commissioner may reinstate a certificate of authority that the insurer has inadvertently permitted to expire after the insurer cures any failures resulting in expiration and upon payment of ~~the~~ a fee of $100 for reinstatement in addition to the ~~current continuation fee, as~~ fee provided for in 33-2-708. Otherwise, the insurer may be granted another certificate of authority only after filing an application and meeting all other requirements for an original certificate of authority in this state.

(4) The commissioner may amend a certificate of authority at any time to accord with changes in the insurer's charter of insuring powers."

licensed as an adjuster if each individual who is to exercise the adjuster license powers is separately licensed or is named in the partnership or corporation adjuster license and is qualified for an individual adjuster license. ~~An additional full license fee must be paid for each individual in excess of one named in the partnership or corporation adjuster license to exercise its powers.~~

(4) An adjuster license or qualifications are not required for an adjuster who is sent into this state by and on behalf of an insurer or adjusting partnership or corporation for the purpose of investigating or making adjustments of a particular loss under an insurance policy or for the adjustment of a series of losses resulting from a catastrophe common to all losses.

(5) An adjuster license continues in force until expired, suspended, revoked, or terminated. The license is subject to ~~annual payment to the commissioner of the renewal fee required by 33-2-708, accompanied by a written request for renewal~~ renewal upon written request to the commissioner.

(6) The commissioner may adopt rules providing for the examination, licensure, bonding, and regulation of public adjusters."

Section 15. Section 33-17-505, MCA, is amended to read:

"33-17-505. Qualification ~~-- fee~~ examination. ~~(1)~~ In order to determine the competency of an applicant for a consultant license, the commissioner shall require the applicant to pass an examination.

~~(2) The fee for taking the consultant license examination is $50. The commissioner shall deposit all fees collected in the general fund. The fee for taking a second or subsequent examination may be no more than the cost of administering the examination, not to exceed $50.~~"

Section 16. Section 33-17-1204, MCA, is amended to read:

"33-17-1204. Review and approval of continuing education courses by commissioner -- advisory council. (1) The commissioner shall, after review by and at the recommendations of the advisory council established under subsection (2), approve only those continuing education courses, lectures, seminars, and instructional programs that the commissioner determines would improve the product knowledge, management, ethics, or marketing capability of the licensee. Course content, instructors, material, instructional format, and the sponsoring organization must be approved and periodically reviewed by the commissioner. The ~~filing~~ fee ~~and process~~ for approval of a course, lecture, seminar, or instructional

program ~~must be determined by the commissioner by rule~~ is listed in 33-2-708(2). The commissioner shall also determine the number of credit hours to be awarded for completion of an approved continuing education activity.

(2) The commissioner shall appoint an advisory council, pursuant to 2-15-122, consisting of one representative of the independent insurance agents of Montana, one representative of the Montana association of life underwriters, one representative of the professional insurance agents of Montana, two public members who are not directly employed by the insurance industry, one insurance producer or consultant not affiliated with any of the three listed organizations, and a nonvoting presiding officer from the department who will be appointed by the commissioner as a representative of the department. The members of the council shall serve a term of 2 years, except that the initial term of the representative from each organization is 3 years. The commissioner shall consult with the council in formulating rules and standards for the approval of continuing education activities and prior to approving specific education activities. The provisions of 2-15-122(9) and (10) do not apply to this council.

(3) In conducting periodic review of course content, instructors, material, instructional format, or a sponsoring organization, the commissioner may exercise any investigative power of the commissioner provided for in 33-1-311 or 33-1-315.

(4) If after review or investigation the commissioner determines an approved continuing education activity is not being operated in compliance with the standards established under this section, the commissioner may revoke approval, place the activity under probationary approval, or issue a cease and desist order under 33-1-318."

Section 17. Section 33-17-1205, MCA, is amended to read:

"**33-17-1205. Compliance -- failure to comply.** (1) Each person subject to the requirements of 33-17-1203 shall file annually on a form supplied by the commissioner written certification as to the approved courses, lectures, seminars, and instructional programs successfully completed by that person during the preceding calendar year. ~~The form must be accompanied with a filing fee established by the commissioner.~~

(2) The commissioner may suspend the license of any person failing to comply with subsection (1) who has not been granted an extension under 33-17-1203 and may impose a late renewal fee ~~in the~~

~~amount of twice the annual filing fee~~ of $20, which is the same amount previously determined by an administrative rule in effect on November 3, 1998. The suspension must remain in effect until the time that the person demonstrates to the satisfaction of the commissioner that the person has complied with all the provisions of this part. If the license of an insurance producer or consultant is suspended by reason of this section for a period exceeding 12 months, the license must be terminated upon notice to the insurance producer or consultant.

(3) Each person providing approved courses, lectures, seminars, and instructional programs, including insurance company education programs, shall file annually with the commissioner an alphabetical list of the names and addresses of all persons who have successfully completed an approved continuing education activity during the preceding calendar year.

(4) The commissioner may, following the process provided for in 33-1-314, withdraw approval of all courses, lectures, seminars, and instructional programs of any person that fails to comply with subsection (3). The commissioner may, after having conducted a hearing pursuant to 33-1-701, impose a fine upon a person that has failed to comply with subsection (3). The fine may not exceed the penalty permitted by 33-1-317."

Section 18. Effective date. [This act] is effective January 1, 2000, with the application and renewal fee in 33-2-708 being due March 1, 2000, for tax year 1999.

- END -

Administrative Rules

Sub-Chapter 41

Fee Schedules

6.6.4102 CONTINUING EDUCATION FEES

~~(1) Licensees:~~

~~(a) Filing annual certification of course completion . . . . . $ 10.00~~

~~(b) Late renewal fee . . . . . $ 20.00~~

~~(c) The late renewal fee is separate and distinct from the annual certification of course completion fee. Licensees required to pay the late renewal fee in a given year must also pay the annual certification of course completion fee for that year.~~

~~(2)~~ Sponsoring organizations:

~~(a) Submission of a course or program for review and initial biennial certification . . . . $ 75.00~~

~~(b) Submission of a course or program by an individual Montana insurance producer or consultant for review and one-time approval....$25.00~~

(a) ~~(c)~~ A maximum submission fee of $1,500.00 may be charged a sponsoring organization during a biennium for initial review of courses.

(2) ~~(3)~~ Accredited educational institutions are exempt from fee requirements for courses provided for academic credit.

(3) ~~(4)~~ All fees are non-refundable.

Sub-Chapter 42

Continuing Education Program
for Insurance Producers and Consultants

6.6.4201 SCOPE OF RULES (1) These rules apply to continuing education programs for insurance producers and consultants, and include course content, qualifications of instructors, instructional format, courses and materials, review and approval procedures, application forms and fees.

6.6.4202 DEFINITIONS For the purposes of this sub-chapter, the following terms have the following meanings:

(1) "Accredited university or college" means an institution of higher learning that is certified by its appropriate accrediting agency to meet that agency's prescribed standards.

COURSE REVIEW SUMMARIES

The following courses have been reviewed by the continuing education program staff and are presented for Advisory Council action.

The sponsoring organizations have indicated appropriate attendance verification, instructor certification, student record maintenance, fee policies and examination administration.

Included at the end of most summaries is notation of a suggested credit hour assignment based on the materials submitted by the sponsoring organization for review. After review and recommendation by the advisory council, final determination of course approval and credit hour assignment shall be made by the commissioner.

Al courses on this summary are submitted as renewal of courses reviewed or renewed and approved during 1997. Sponsoring organizations have certified that these courses will continue to be offered as originally submitted.

Life Sales

All About Annuities I 2 CH

Sun Life of Canada

Estate Conservation Techniques 2.5 CH

Health Insurance Association of America

Managed Care, Part A 15 CH

Insurance Business Consultants

Current Status and Future of Reinsurance 3.5 CH
Exposures from Insureds' Use of Non-employees 4 CH

Franklin Templeton

Retirement Income Planning for the 21st Century	1 CH
Another Look at Variable Annuities	1.5 CH
Variable Annuitization Income for the Retiree	1 CH
Variable Annuitization a Planning Strategy	3 CH

United Insurance Educators

Understanding Medigap Policies	12 CH
Family Insurance Needs	10 CH
Seeking Security	15 CH

COURSE REVIEW SUMMARIES

The following courses have been reviewed by the continuing education program staff and are presented for Advisory Council action.

The sponsoring organizations have indicated appropriate attendance verification, instructor certification, student record maintenance, fee policies and examination administration.

Included at the end of most summaries is notation of a suggested credit hour assignment based on the materials submitted by the sponsoring organization for review. After review and recommendation by the advisory council, final determination of course approval and credit hour assignment shall be made by the commissioner.

Aid Association for Lutherans

Variable Annuity - CBT

The course addresses product knowledge of annuities. The course is 4 hours of computer-based training, including 2 hours of insurance continuing education, designed to provide specific information on AAL variable annuity products, benefits of variable annuity products, tax-deferred growth, re-allocation, withdrawal options and death benefits. This is an on-going offering. 2 CH

Review & Overview of Variable Universal Life

The course addresses product knowledge of life insurance. The course is 3 hours of classroom instruction, including 1½ hours of insurance continuing education, designed to provide general information on death benefit guarantees, compare features of AAL policies and compare AAL policies with those of AAL's competition, determining client suitability, and creation of a sales presentation using these materials. No offerings scheduled pending approval. 1.5 CH

Minimum Required Distribution and the Stretch IRA

The course addresses product knowledge of annuities. The course is 3 hours of classroom instruction, including 2 hours of insurance continuing education, designed to provide specific information on IRAs, Roth IRAs and maximizing benefits by using one of 5 methods to stretch distributions. No offerings scheduled pending approval. 2 CH

MassMutual

Business Insurance - BCS

The course addresses product knowledge of life insurance. The course is 3 hours of classroom instruction designed to provide general information on valuing key employees and a business, evaluating life insurance needs and funding business continuation plans using life insurance. No offerings scheduled pending approval. 3 CH

Qualified and Non-qualified - BCS

The course addresses product knowledge of life insurance. The course is 4 hours of classroom instruction, including 2½ hours of insurance continuing education, designed to provide general information on non-qualified plans, split dollar, deferred compensation, salary continuation, defined contribution and benefit plans, qualified plans and IRAs. No offerings scheduled pending approval. 2.5 CH

Pictorial

The following course replaces the 2nd edition previously reviewed by the Advisory Council and recommended for insurance continuing education credit. There are no substantive course changes.

Variable Universal Life Basics - 3rd edition 5 CH

Transamerica Occidental Life Insurance Company

Grantor Retained Annuity Trust

The course addresses product knowledge of annuities. The course is 1 hour of classroom instruction designed to provide general information on living, charitable remainder, defective grantor, grantor retained and irrevocable trusts. The course is scheduled June 12, 1999. 1 CH

American General Life Insurance

Variable Universal Life - 1 hour

The course addresses product knowledge of life insurance. The course is 1 hour of classroom instruction designed to provide basic information on managed and unmanaged risks, guaranteed variable universal life, and comparisons of variable life insurance, variable annuities and mutual funds. No offerings scheduled pending approval. 1 CH

Variable Universal Life - 2 hour

The course addresses product knowledge of life insurance. The course is 2 hours of classroom instruction designed to provide general information on managed and unmanaged risks, guaranteed variable universal life, level versus variable returns, factors impacting performance and comparisons of variable life insurance, variable annuities and mutual funds. No offerings scheduled pending approval. 2 CH

Liberty Northwest Insurance Corporation

Workers Compensation and Employers Liability Training

The course addresses product knowledge of disability insurance. The course is 5 hours of classroom instruction designed to provide general information on workers' compensation history, workers' compensation laws, specific state laws, coverage options, waiting periods, and excluded injuries, analysis of the standard workers compensation policy and endorsements. No offerings scheduled pending approval. 5 CH

Dearborn Financial Publishing, Inc.

Variable Annuity FAQs (Frequently Asked Questions)

The course addresses product knowledge of annuities. The course is 5 hours of self-study correspondence text designed to provide general information on variable annuity features and benefits, performance, taxation, distributions, costs and suitability. This is an on-going offering. 5 CH

Pictorial

Suitability Standards for Life Insurance and Annuities

The course addresses product knowledge of life insurance and annuities. The course is 10 hours of self-study correspondence text designed to provide specific information on suitability, needs, social security coverage and gaps, life insurance requirements and products, annuity concepts, products and suitability and professional conduct. This is an on-going offering. 10 CH

Federal Insurance Company

Account Strategies for Multinational Business

The course addresses product knowledge of liability insurance. The course is 3 hours of classroom instruction, including 2½ hours of insurance continuing education, designed to provide specific information on international business coverage issues, including: exposures, gaps and coverages of beginning and intermediate multinational accounts, currency devaluation, coinsurance, political risk, kidnap and ransom coverage, directors and officers coverage and defense bases. No offerings scheduled pending approval. 2.5 CH

National Farmers Union Property & Casualty Company

Advanced Commercial Bonding

The course addresses product knowledge of surety bonds. The course is 15 hours of classroom instruction, including 12 hours of insurance continuing education, designed to provide general information on commercial general liability endorsements, commercial property coverages and endorsements, contractors bonding, construction underwriting, and needs assessment, and motel and restaurant bonds. The course is scheduled June 29, 1999. 12 CH

Customer Service Representative (CSR) School

The course addresses product knowledge of property and casualty insurance. The course is 14 hours of classroom instruction, including 5 hours of insurance continuing education, designed to provide basic information on automobile and home coverages, endorsements and underwriting, National Farmers Union property insurance products, e-mail system, electronic manuals, client files, claims entries and general office procedures. The course is scheduled July 28, 1999. 5 CH

Life Instructors

An Overview of Health Insurance

The course addresses product knowledge of health insurance. The course is 3 hours of computer-based self-study designed to provide general information on types of health care insurance and how they work, major medical plans, providers of health care insurance, and taxation of health insurance when provided as an employee benefit. This is an on-going offering. 3 CH

AIG Life Insurance Company

Estate Planning Tools and Techniques

The course addresses product knowledge of life insurance and annuities. The course is 2 hours of classroom instruction designed to provide specific information on wills, categories of trusts, testamentary, revocable and irrevocable trusts, estate planning terminology and definitions, life, disability and life insurance trusts in estate plans, employee benefits and charitable gifts in planning. The course is scheduled June 9, 1999. 2 CH

FBL (Farm Bureau Life) Education Services

1999 Advanced Marketing Seminar

The course addresses product knowledge of life insurance. The course is 20 hours of classroom instruction, including 10 hours of insurance continuing education, designed to provide general or in-depth information on underwriting health and life insurance, estate planning, business succession, disability and long term care insurance, family-owned farm/ranch succession planning and family limited partnerships. The course was held May 17, 1999. 10 CH

Society of Financial Service Professionals (formerly Society of CLU and ChFC)

1999 GE Financial

The course addresses product knowledge of life insurance. The course is 8 hours of classroom instruction designed to provide general information on how variable life insurance policies work, comparing investment and assets, evaluating specific investments, and estate and business considerations in estate planning. The course is scheduled August 19, 1999. 8 CH

National Business Institute

Adjusting the Automobile Injury Claim in Montana

The course addresses product knowledge of casualty insurance. The course is 5 hours of classroom instruction designed to provide specific information on liability coverage issues, medical, personal injury, punitive damage and un- and under-insured motorist coverage, settlement, ethical issues, disclosure which defeats coverage, legal liability and consumer protection. The course is scheduled August 24, 1999. 5 CH

Dearborn Financial Publishing, Inc.

The following course was previously approved and recommended for renewal as two separate courses. Dearborn is repackaging the courses as a single course and wishes a single approval be applied to that course.

Estate Planning I/FICF Graduate I 10 CH

United Insurance Educators, Inc.

College Planning

The course addresses product knowledge of annuities and life insurance. The course is 15 hours of self-study correspondence text, including 4 hours of insurance continuing education, designed to provide general information on paying for college tuition and expenses through savings, investments, loans, grants, Education IRAs, tax credits, annuities, single payment whole life and universal life insurance and financial aid. This is an on-going offering. 4 CH

U.S. Financial Life Insurance

Clinical Underwriting

The course addresses management. The course is 2 hours of classroom instruction designed to provide general information on life insurance underwriting, changes in underwriting from product-based to individual-based underwriting, collecting and interpreting medical information and case rating. No offerings scheduled pending approval. 2 CH

Redland Insurance Company/American Agrisurance

2000 Fall Crop Insurance Update

The course addresses product knowledge of property and casualty insurance. The course is 3½ hours of classroom instruction designed to provide specific information on the changes in the Federal Fall Crop insurance program for 2000, new crop coverages, terms and conditions, production history, and acreage reporting. The course is scheduled August 10, 1999. 3.5 CH

International Foundation of Employee Benefit Plans

The following course is part of the International Foundations' Certified Employee Benefit Specialist certification program.

CEBS Course IX - Health Economics 13 CH

Continental Western Insurance Company

Commercial Account School

The course addresses product knowledge of liability insurance. The course is 13 hours of classroom instruction designed to provide specific information on insurance gaps, business income insurance needs, loss control, underwriting, business auto coverage, workers' compensation, inland marine coverage, errors and omissions and surety bonds. The course is scheduled July 19, 1999. 13 CH

Pentera Group, Inc.

The following course is the online version of the hard copy correspondence text course previously reviewed and recommended for approval by the Council.

Business Insurance Online 10 CH

American Skandia

Variable Universal Life - classroom

The course addresses product knowledge of life insurance. The course is 2 hours of classroom instruction designed to provide general information on variable, whole and universal life insurance, how variable universal life insurance works, illustrations and performance projections. No offerings scheduled pending approval. 2 CH

The following course is the correspondence version of the classroom course summarized above.

Variable Universal Life - correspondence 2 CH

Charitable Remainder Trusts - 1 hour

The course addresses product knowledge of annuities. The course is 1 hours of classroom instruction designed to provide basic information on charitable remainder and charitable lead trusts, qualified charities and compares and contrasts annuity and uni-trusts and assets transferred to the trust. No offerings scheduled pending approval. 1 CH

Amwest Surety Insurance Company

The following course was previously reviewed and recommended for approval by the Council. Approval for this course expired August 5, 1998. 15 CH

Surety Underwriting I

Society of Financial Service Professionals

1999 American General - Advanced Marketing Excellence Seminar

The course addresses product knowledge of life insurance. The course is 9 hours of classroom instruction designed to provide specific information on life insurance in qualified pension plans, charitable planning, CRATs, and Alaska and Delaware trust features and uses. The course is scheduled August 13, 1999. 9 CH

Transamerican Occidental Life Insurance Company

Retirement Solutions

The course addresses product knowledge of annuities. The course is 2 hours of classroom instruction designed to provide general information on employer-sponsored retirement and profit sharing plans, plan designs and advantages and disadvantages of each plan design. No offerings scheduled pending approval. 2 CH

SunAmerica Securities, Inc.

High End Strategies Using Variable Life Products

The course addresses product knowledge of life insurance. The course is 2 hours of classroom instruction designed to provide general information on life insurance, product choices, using variable universal life for estate planning, irrevocable life insurance trusts, and long term care and retirement funding. The course is scheduled June 11, 1999 2 CH

Taking a Multi generational Approach toward Estate Planning

The course addresses product knowledge of life insurance. The course is 2 hours of classroom instruction, including ½ hour of insurance continuing education, designed to provide general information on life insurance trust arrangements and split dollar life insurance as an estate planning tool. The course is scheduled June 11, 1999. .5 CH

State Farm Insurance

1999 Annual Compliance Meeting I

The course addresses management. The course is 1½ hours of classroom instruction designed to provide general information on the Federal Crime Bill, authorized signatures, data security, anti-trust laws, underwriting, and industry information exchange. No offerings scheduled pending approval. 1.5 CH

1999 Annual Compliance Meeting II

The course addresses management. The course is 1½ hours of classroom instruction, including ½ hour of insurance continuing education, designed to provide general information on compliance for registered representatives, NASD continuing education requirements, and variable product compliance issues. No offerings scheduled pending approval. .5 CH

ClienTell

Variable Universal Life

The course addresses product knowledge of life insurance. The course is 6 hours of classroom instruction designed to provide general information on the structure of variable universal life insurance products, common terminology, when to use variable universal life, and client risk. No offerings scheduled pending approval. 6 CH

National Association of Insurance Women - International

Employment Practices and Discrimination Liability

The course addresses product knowledge of liability insurance. The course is 2 hours of classroom instruction designed to provide general information on exposures and loss control, types of expected claims, risk reduction, causes of claims and federal unemployment laws. The course is scheduled September 24, 1999. 2 CH

Dearborn Financial Institute, Inc.

Equity Indexed Annuities

The course addresses product knowledge of annuities. The course is 10 hours of self-study correspondence text designed to provide general information on variable annuities, types of annuities, features and management of equity indexed annuities, indexing methods, annuitization and product risk. This is an on-going offering. 10 CH

National Business Institute, Inc.

Title Law in Montana

The course addresses title insurance. The course is 6 hours of classroom instruction designed to provide specific information on title review, closing letters, title committments, abstracts and surveys, disclosure of defects, quiet title suits, easement and access issues and what and who is covered. The course is scheduled September 1, 1999. 6 CH

Johnson Mapping Software & Seminars

Computer Plotting of Legal Descriptions for the Layman

The course addresses title insurance. The course is 8 hours of computer-based classroom instruction, including 2 hours of insurance continuing education, designed to provide specific information on use of the Deed Plotter + Software program, entry of coordinants into this program to graph land tracts and creation of relational displays of plats. The course is scheduled June 12, 1999. 2 CH

COURSE REVIEW SUMMARIES

The following courses have been reviewed by the continuing education program staff and are presented for Advisory Council action.

The sponsoring organizations have indicated appropriate attendance verification, instructor certification, student record maintenance, fee policies and examination administration.

Included at the end of most summaries is notation of a suggested credit hour assignment based on the materials submitted by the sponsoring organization for review. After review and recommendation by the advisory council, final determination of course approval and credit hour assignment shall be made by the commissioner.

Insurance Business Consultants, Inc.

Advanced Property

The course addresses product knowledge of property insurance. The course is 4 hours of classroom instruction designed to provide general information on risk management, exposures, coverages, endorsements to commercial property policies, crime, vandalism and legal liability coverage. The course is scheduled August 21, 1999. 4 CH

Brett Berryman

GAB Basic Property School, GAB Robins of North America

The course addresses product knowledge of property insurance. The course is 3 weeks of classroom instruction, including 10 hours of insurance continuing education, designed to provide specific information on GAB Robins skills for the beginning property insurance adjuster, principles of insurance, insurance contracts, homeowners coverages and subrogation. The course was completed April 30, 1999. 10 CH

Wolf & Associates, Inc.

Long Term Care

The course addresses product knowledge of health insurance. The course is 1 hour of classroom instruction designed to provide general information on costs of long term medical care, payment options, Medicaid, long term care insurance, types and levels of care, premiums and benefits. No offerings scheduled pending approval. 1 CH

Thomas D. Fulton

Consulting Group Graduation School, Smith Barney Consulting Group

The course addresses product knowledge of life insurance and annuities. The course was 15 hours of classroom instruction, including 4½ hours of insurance continuing education, designed to provide general information on securities, prospecting, IRA rollovers, estate planning, team building. The course was held March 24, 1999. 4.5 CH

SIKA Corporation

The Technology, Law, and Requirements of Safe Auto Glass Installation

The course addresses product knowledge of property and casualty insurance. The course is 2 hours of classroom instruction, including 1 hour of insurance continuing education, designed to provide general information on insurance adjustment of auto glass claims, glass requirements for current automobile integrity, expenses of auto glass claims and third party billing. No offering dates reported. 1 CH

INSURANCE CONTINUING EDUCATION ADVISORY COUNCIL

AGENDA

May 13, 1999

Sam Mitchell Building-Room 270

Telephone Conference

Call to order	10:30
Presentation of course renewals and summaries	10:40
Public Comment	11:00
Discussion of course renewals and summaries	11:10
Council direction to staff	11:20
Administrative Details	11:30

Next Meeting

June 3, 1999 - 1:30 p.m., Advisory Council Meeting, Helena (location to be announced)

July 22, 1999 - 10:30 a.m., Advisory Council Meeting, telephone conference

August 26, 1999 - 10:30 a.m., Advisory Council Meeting, telephone conference

Adjourn	11:30

May 7, 1999

Insurance Continuing Education Advisory Council

Conference Call Minutes

May 13,1999

The following are summary minutes of the Insurance Continuing Education Advisory Council.

The teleconference meeting of the Insurance Continuing Education Advisory Council was called to order in the conference room, State Auditor's Office, Sam Mitchell Building, at 10:30 a.m.

Members Present - via phone

Mark Nelson, Insurance Department Non-Voting Member
Julie McDade, Public Member
John Bebee, Unaffiliated Insurance Agent Member
Robin Boon, Independent Insurance Agents of Montana Member
Tony Leenknecht, Montana Association of Life Underwriters Member

Staff Present

Mary Arnold, Continuing Education Program
Pam Pickett Recording Secretary

A list of others present is attached as Exhibit 1.

Presentation of Course Renewals and Summaries

Arnold presented courses, it was noted that *Pension Design Strategies* credit hours should be changed to 5 instead of 8.

Public Comment

None.

Discussion of Course Renewals Summaries

Boon moved to accept course review summaries as presented and recommended course approval to the commissioner. Leenknecht seconded the motion and it carrried unanimously.

Council Direction to Staff

None.

Administrative Details

Next meetings are:

June 3, 1999 1:30 p.m. location to be announced later.
July 22, 1999 10:30 a.m. Telephone conference.
August 26, 1999 10:30 a.m. Telephone Conference.

Boon made a motion to adjourn. Bolt Seconded the motion, carried unanimously.

COURSE REVIEW SUMMARIES

The following courses have been reviewed by the continuing education program staff and are presented for Advisory Council action.

The sponsoring organizations have indicated appropriate attendance verification, instructor certification, student record maintenance, fee policies and examination administration.

Included at the end of most summaries is notation of a suggested credit hour assignment based on the materials submitted by the sponsoring organization for review. After review and recommendation by the advisory council, final determination of course approval and credit hour assignment shall be made by the commissioner.

FBL(Farm Bureau Life) Education Services

1999 Product Enhancement

This course addresses product knowledge of life, health and property insurance and annuities. The course is 4 hours of classroom instruction, including ½ hour of insurance continuing education, designed to provide specific information on changes in the Farm Bureau Variable Universal, Traditional Life, Variable Annuity and Disability Programs and a review of program concepts and implementation. The course was held April 8, 1999. .5 CH

Independent Insurance Agents of Utah

Smart Moves 9 to 5

The course addresses product knowledge of liability insurance. The course is 4 hours of classroom instruction designed to provide specific information on employment practices liability loss control, personnel liability risks and litigation. The course is scheduled June 25, 1999. 4 CH

Securities Training Corporation

The following courses were previously submitted by Success Systems International, summarized and reviewed by the Advisory Council May 14, 1998.

Tools and Techniques of Financial Planning 7 CH
Tools and Techniques of Estate Planning 9 CH

SAFECO Education Center

The following course was previously approved for Montana insurance continuing education credit under the title *Group Insurance Basics*. This submission replaces that course.

Fundamentals of Group Insurance 5 CH

Wood Logan Associates, Inc.

Advanced Financial Planning Concepts

The course addresses product knowledge of life insurance and annuities. The course is 4 hours of classroom instruction, including 2 hours of insurance continuing education, designed to provide specific information on IRAs, employer qualified plans, 401 (k) plans, mutual funds, stocks and bonds, wealth transfer and annuitization, and charitable giving. No offerings scheduled pending approval. 2 CH

Principal Life Insurance Company

1999 ONA Sales Conference

The course addresses product knowledge of health insurance. The course is 12 hours of classroom instruction, including 7 hours of insurance continuing education, designed to provide general information on long-term disability and dental coverage, rating methodology, small versus large medical groups, voluntary life insurance, excess loss coverage, supplemental insurance and long and short term disability insurance. The course is scheduled May 24, 1999. 7 CH

1999 Sales Conference

This course is summarized above, but is being held for non-ONA employees of Principal Life. 7 CH

Penn Mutual Life

Understanding Variable Universal Life Insurance

The course addresses product knowledge of life insurance. The course is 3 hours of classroom instruction designed to provide general information on variable universal life insurance, illustrations, and universal life differences. No offerings scheduled pending approval. 3 CH

Fundamentals of Estate Planning

The course addresses product knowledge of life insurance. The course is 3 hours of classroom instruction designed to provide in-depth information on liquidity funding for estate tax, charitable giving, and basic estate planning concepts. No offerings scheduled pending approval. 3 CH

Investors Partner Life Insurance Company

Introduction to Estate Planning

The course addresses product knowledge of life insurance. The course is 1 hour of classroom instruction, including ½ hour of insurance continuing education, designed to provide basic information on the estate planning team, wills, gifts, trusts, marital deduction and life insurance, and estate administration. No offerings scheduled pending approval. .5 CH

Estate Planning Techniques

The course addresses product knowledge of life insurance and annuities. The course is 1 hour of classroom instruction designed to provide basic information on buy-sell contracts, insurance gifts, charitable remainder annuity trusts, and charitable gifts of insurance. No offerings scheduled pending approval. 1 CH

Estate Taxation

The course addresses product knowledge of life insurance and annuities. The course is 1 hour of classroom instruction, including ½ hour of insurance continuing education, designed to provide general information on gifts of life insurance and annuities, state and federal estate taxes, inheritance taxes, and federal gift tax. No offerings scheduled pending approval. .5 CH

Council of Insurance Agents and Brokers

The following classroom courses were previously submitted for review by the Center for Video Education and approved for insurance continuing education credit.

CGL (Commercial General Liability): Issues and Perspectives 7 CH
Workers Compensation: On the cutting edge 6 CH
Reinsurance: Tradition in transition 6 CH
Non-traditional Insurance Programs 5 CH
Ethics: Selected Insurance Laws, Codes & Initiatives 8 CH

United Insurance Educator

The following correspondence course was previously summarized and presented to the council for review in February 1998 as a classroom offering.

E & O Insurance 8 CH

The MoNY Group

Pension Business Solutions

The course addresses product knowledge of life insurance. The course is 6 hours of classroom instruction designed to provide general information on employer sponsored benefit plans, defined benefit plans, and life insurance in profit sharing plans. The course is scheduled June 8, 1999. 6 CH

Pension Design Strategies

The course addresses product knowledge of life insurance. The course is 8½ hours of classroom instruction, including 5 hours of insurance continuing education, designed to provide general information on employer sponsored benefit plans, defined benefit plans, and life insurance in profit sharing plans, plan takeovers, and the MoNY Group Enterprise 401(k) kit. The course is scheduled June 22, 1999. 5 ~~8 CH~~

Pension Plan Basics

The course addresses product knowledge of life insurance. The course is 11¼ hours of classroom instruction, including 6½ hours of insurance continuing education, designed to provide general information on employer sponsored benefit plans, defined benefit plans, and life insurance in profit sharing plans, plan takeovers, SEPs and the MoNY Group Enterprise 401(k) kit. The course is scheduled May 17, 1999. 6.5 CH

First Colony Life Insurance Company

LTC: The New Frontier

The course addresses product knowledge of health insurance. The course is 3 hours of classroom instruction designed to provide general information on long term care services, selecting a care provider, Medicare & Medicaid subsidization, long term care versus disability insurance, suitability and alternatives. The course was held April 21, 1999. 3 CH

Liberty Northwest Insurance Corporation

Workers Compensation and Employers Liability Training

The course addresses product knowledge of liability insurance. The course is 5 hours of classroom instruction designed to provide specific information on early workers compensation coverage, laws, coverage options, and analysis of the standard policy. No offerings scheduled pending approval. 5 CH

Montana Insurance Group, Inc.

Understanding the Basics of Long Term Care

The course addresses product knowledge of health insurance. The course is 2 hours of classroom instruction designed to provide basic information on Medicare and Medicare supplement insurance, lookback periods, components of a long-term care policy, premium and qualified and non-qualified plans. No offerings scheduled pending approval. 2 CH

LUTC (Life Underwriter Training Council)

MDRT (Million Dollar Round Table) 1999 Annual Meeting

The course addresses product knowledge of life insurance. The course is 6 hours of classroom instruction designed to provide in-depth information on welfare benefit trust, long-term care funding, split dollar plans, equity indexed annuities, qualified retirement plans, and charitable giving. The course is scheduled June 14, 1999. 6 CH

Contractors Bonding and Insurance Company

A Discussion of Garage Liability Exposures and Coverage Comparisons of a Business Owners Policy (BOP)

The course addresses product knowledge of property and casualty insurance. The course is 3 hours of classroom instruction designed to provide general information on garage coverage, coverage symbols, liability exposures, coverage gaps and option coverages, business owners policy coverages, limitations, blanket coverage and co-insurance. No offerings scheduled pending approval. 3 CH

Lenders Insurance Seminars

AAIS (American Association of Insurance Services) Farm Property Farms & Endorsements

The course addresses product knowledge of property insurance. The course is 8 hours of classroom instruction, including 5 hours of insurance continuing education, designed to provide specific information on coverages, insured perils, general exclusions, claims, policy conditions and forms needed to implement coverage. The course is scheduled June 3, 1999. 5 CH

CPCU Society

The following video-conference is part of the CPCU Society chartered property casualty underwriter certification program.

Managing the Risks of Internet Commerce 3 CH

Dearborn Financial Publishing, Inc.

Ethics

The course addresses ethics. The course is 4 hours of self-study correspondence text designed to provide industry ethical standards, personal ethical standards, and prohibited practices. No offerings scheduled pending approval. 4 CH

The following course is the computer-based version of the course summarized above.

4 CH

Ethics - CBT

Reliance Insurance Company

Why do Contractors Fail?

The course addresses product knowledge of surety bonds. The course is 2 hours of classroom instruction designed to provide general information on construction surety, signs of business failure, and events which may lead to contractor failure. No offerings scheduled pending approval. 2 CH

Transamerica Occidental Life Insurance Company

Suitability Review

The course addresses product knowledge of annuities. The course is 2 hours of classroom instruction designed to provide general information on suitability assessment, client need, and suitability factors specific to variable annuities. No offerings scheduled pending approval. 2 CH

National Association of Insurance Women International

Understanding General Liability Exclusions

The course addresses product knowledge of liability insurance. The course is 3 hours of classroom instruction designed to provide general information on general liability coverage, exclusions, endorsements, buy-back coverage and Y2K exclusions. The course is scheduled June 16, 1999. 3 CH

Society of Financial Service Professionals

The following course is part of the Society's CLU and ChFC certification programs.

The Ethical Edge 3 CH

UNUM Life Insurance Company of America

Lifelong Disability Protection

The course addresses product knowledge of disability insurance. The course is 3 hours of computer-based training, including 2 hours of insurance continuing education, designed to provide general information on individual disability insurance, UNUM disability products, coverages, benefits and claims. This is an on-going offering. 2 CH

Individual Long-term Care

The course addresses product knowledge of disability insurance. The course is 3 hours of computer-based training, including 2 hours of insurance continuing education, designed to provide general information on individual long term care coverage, UNUM products, services, funding options, qualified and non-qualified plans and benefits. This is an on-going offering. 2 CH

Presentations Plus

My Name is Sue, How do You do?

The course addresses management. The course is 4 hours of classroom instruction designed to provide general information on employment litigation, business exposures, loss prevention, risk management and insured perils. The course is scheduled May 19, 1999. 4 CH

National Association of Insurance Women International

Medicare Taking New Directions

The course addresses product knowledge of health insurance. The course is 2 hours of classroom instruction designed to provide general information on beneficiary protections, Part A & B, medical coverage, preventive care, HMO and PPO options and managed care plans. The course is scheduled June 15, 1999. 2 CH

The following course is part of the American College CLU and ChFC certification programs.

Ethical Habitat of the Insurance Professional 1 CH

John Bebee

Advanced Roth IRAs, Universal Pensions (American Institute of Banking)

The course addresses product knowledge of annuities. The course is 5 hours of classroom instruction designed to provide specific information on Roth IRAs, eligibility, contributions, rollovers and conversions, transfers and reconversions and distributions. The course was held March 11, 1999. 5 CH

The following courses are submitted as renewals of courses previously summarized, reviewed and approved for Montana insurance continuing education credit.

EMC Insurance Companies

Commercial Lines Agents School 17 CH

Dearborn Financial Publishing, Inc.

Distributions from Qualified Plans *10 CH*

MoNY Life Insurance Company (formerly Mutual of New York)

Advanced Business School 10 CH
Selling pension, Profit-sharing & 401(k) 10 CH

COURSE REVIEW SUMMARIES

The following courses have been reviewed by the continuing education program staff and are presented for Advisory Council action.

The sponsoring organizations have indicated appropriate attendance verification, instructor certification, student record maintenance, fee policies and examination administration.

Included at the end of most summaries is notation of a suggested credit hour assignment based on the materials submitted by the sponsoring organization for review. After review and recommendation by the advisory council, final determination of course approval and credit hour assignment shall be made by the commissioner.

Al courses on this summary are submitted as renewal of courses reviewed or renewed and approved during 1997. Sponsoring organizations have certified that these courses will continue to be offered as originally submitted.

Insuriance Business Consultants, Inc. on behalf of AAMAGA University

Additional Insureds and Contractual Considerations	4 CH
Business Auto - An Underwriting Guide	3.5 CH
Underwriting Business Interruption Coverage	4 CH

INSURANCE CONTINUING EDUCATION ADVISORY COUNCIL

AGENDA

April 22, 1999

Sam Mitchell Building-Room 270

Telephone Conference

Call to order	10:30
Presentation of course renewals and summaries	10:40
Public Comment	11:00
Discussion of course renewals and summaries	11:10
Council direction to staff	11:20
Administrative Details	11:30

Next Meeting

May 13, 1999 - 10:30 a.m., Advisory Council Meeting, Telephone Conference

Adjourn	11:30

April 19, 1999

Insurance Continuing Education Advisory Council

Conference Call Minutes

April 22, 1999

The following are summary minutes of the Insurance Continuing Education Advisory Council.

The teleconference meeting of the Insurance Continuing Education Advisory Council was called to order in the conference room, State Auditor's Office, Sam Mitchell Building, Room 270, April 22, 1999, at 10:30 a.m.

Members Present - via phone

Mark Nelson, Insurance Department Non-Voting Member
Julie McDade, Public Member
Bill Bolt, Professional Insurance Agents of Montana Member
John Bebee, Unaffiliated Insurance Agent Member
Robin Boon, Independent Insurance Agents of Montana Member
Tony Leenknecht, Montana Association of Life Underwriters Member

Staff Present

Mary Arnold, Continuing Education Program
Pam Pickett, Recording Secretary

A list of others present is attached as Exhibit 1.

Presentation of Course Renewals and Summaries

Course information was received by all.

Public Comment

None.

Discussion of Course Renewals Summaries

Boone moved to accept course review summaries as presented and recommended course approval to the commissioner. Leenknecht seconded motion. Motion carried unanimously.

Council Direction to Staff

Nelson advised council that the new system will be tested live tomorrow.

Administrative Details

Arnold mentioned a physical meeting with council. June 3, 1999, appears to be a likely day.

Next meetings

May 13, 1999, 10:30 a.m. telephone conference

June 3, 1999, time and place to be announced later.

Adjournment

Boone moved to adjourn, McDade seconded, motion carried unanimously.
Next meetings are

_____ Made a motion to adjourn. _____ Seconded the motion, carried unanimously.

COURSE REVIEW SUMMARIES

The following courses have been reviewed by the continuing education program staff and are presented for Advisory Council action.

The sponsoring organizations have indicated appropriate attendance verification, instructor certification, student record maintenance, fee policies and examination administration.

Included at the end of most summaries is notation of a suggested credit hour assignment based on the materials submitted by the sponsoring organization for review. After review and recommendation by the advisory council, final determination of course approval and credit hour assignment shall be made by the commissioner.

All courses on this summary are submitted as renewal of courses renewed or reviewed and approved during 1997. Sponsoring organizations have certified that these courses will continue to be offered as originally submitted.

United Insurance Educators, Inc.

Retirement Planning	*10 CH*
Liability Insurance	*10 CH*
Business Ethics	*5 CH*
Surviving Ethically	*11 CH*

Professional Liability Underwriting Society

Directors and Officers RPLU Part V	*15 CH*
Professional Liability Medical RPLU Part IV	*12 CH*

Travelers Casualty and Surety Company

Main Street Miscellaneous Surety	*1 CH*
Fiduciary Responsibility Insurance Policy	*1 CH*

Pictorial

Long-term Care, 4th edition	*8 CH*

ClienTell

The Complete Guide to Charitable Remainder Trusts	*3 CH*
Introduction to Variable Life	*2 CH*
Variable Life Through Life's Stages	*3 CH*
Charitable Giving	*2 CH*
The Next Generation	*1 CH*

Mid-State School of Insurance

Estate Planning Concepts	*12 CH*
Retirement Planning	*4 CH*
Universal Life Basics	*3 CH*
Interpreting Medical Reports	*15 CH*
Disability Income Concepts	*5 CH*
1991 Homeowners Coverage	*15 CH*
We're All Accountable	*10 CH*

COURSE REVIEW SUMMARIES

The following courses have been reviewed by the continuing education program staff and are presented for Advisory Council action.

The sponsoring organizations have indicated appropriate attendance verification, instructor certification, student record maintenance, fee policies and examination administration.

Included at the end of most summaries is notation of a suggested credit hour assignment based on the materials submitted by the sponsoring organization for review. After review and recommendation by the advisory council, final determination of course approval and credit hour assignment shall be made by the commissioner.

Knowledge Pointe, LLC

Ethics for Insurance Professionals

This course addresses ethics. The course is 4 hours of self-study correspondence text designed to provide general information on business ethics, fiduciary responsibility, legal duties, and responsibilities to the policyholder and the company. This is an on-going offering. *4 CH*

Annuities

This course addresses product knowledge of annuities. The course is 3 hours of self-study correspondence text designed to provide general information on types of annuities, annuity options and purpose, and taxation of annuities. This is an on-going offering. *3 CH*

Retirement Planning

This course addresses product knowledge of life insurance. The course is 3 hours of self-study correspondence text, including 1 hour of insurance continuing education, designed to provide general information on retirement plans, employee stock ownership plans (ESOPs), real estate and valuing assets. This is an on-going offering. *1 CH*

Living Trusts

This course addresses product knowledge of life insurance. The course is 3 hours of self-study correspondence text designed to provide general information on estate planning, property ownership, probate and avoidance methods. This is an on-going offering. *3 CH*

Long-term Care

This course addresses product knowledge of disability insurance. The course is 3 hours of self-study correspondence text designed to provide basic information on types of long term care, types of facilities, paying for long term care services, medical and hospital insurance and Medicaid. This is an on-going offering. *3 CH*

Reliastar Life

Non-qualified Deferred Compensation

This course addresses product knowledge of annuities. The course is 3 hours of classroom instruction designed to provide specific information on qualified versus non-qualified plans, COLI, deferred compensation in partnerships and S corps, and using annuities to secure the plan. The course was held March 30, 1999. *3 CH*

Fortis

The Small Business Owner: The Buy-Sell 0299

This course addresses product knowledge of life insurance. The course is 1 hour of classroom instruction, including ½ hour of insurance continuing education, designed to provide general information on buy-sell funding, taxation and valuation of such agreements. No offerings are scheduled pending course approval. *.5 CH*

The Small Business Owner: Executive Bonus 0299

This course addresses product knowledge of life insurance and annuities. The course is 1 hour of classroom instruction designed to provide basic information on qualified plans, and using life insurance to fund or as part of an executive bonus program. This is an on-going offering. *1 CH*

The Small Business Owner: Foundation and Building Blocks 0299

This course addresses product knowledge of life insurance and annuities. The course is 1 hour of classroom instruction designed to provide basic information on types of business ownership and the how the characteristics of these types affect insurance recommendations. No offerings are scheduled pending course approval. *1 CH*

The Small Business Owner: Split Dollar 0299

This course addresses product knowledge of life insurance. The course is 1 hour of classroom instruction designed to provide basic information on split dollar plans, funding and taxation. No offerings are scheduled pending course approval. *1 CH*

State Farm Insurance

Farm/Ranch Program

This course addresses product knowledge of property insurance. The course is 3 hours of classroom instruction, including 1½ hours of insurance continuing education, designed to provide basic information on the 3 types of State Farm farm policies, understanding farm liability exposures, and underwriting farm buildings and calculating insurance to value.

1.5 CH

The following computer-based courses were previously reviewed and approved as correspondence course submissions for insurance continuing education credit.

Life Instructors, Inc.

Individual Retirement Accounts *1 CH*
IRA, SEP, and Keogh Plans *6.5 CH*

Mid-State School of Insurance

Introduction to Professional Liability

This course addresses product knowledge of liability insurance. The course is 4 hours of classroom instruction designed to provide specific information on professional liability exposures, claims and coverages. No offerings are scheduled pending course approval.

4 CH

The following courses are part of the National Alliance CIC certification program.

The National Alliance for Insurance Education & Research

1999 James K. Ruble Multiple Topic Seminar *19 CH*
James K. Ruble Contractors Seminar *19 CH*

Austin Mutual Insurance Company

Property and Casualty Education Workshop

This course addresses product knowledge of property and casualty insurance. The course is 3 hours of classroom instruction designed to provide specific information on Austin Mutual policies, property coverage, fraud and claim padding, home-based business exposures and incidental and optional liability coverages. The course is scheduled May 10, 1999. *3 CH*

United Insurance Educators, Inc.

Ethical by Choice

This course addresses ethics. The course is 7 hours of self-study correspondence text designed to provide specific information on ethical behavior in the insurance industry and business relationships, fiduciary responsibilities, financial and work ethics and morals. This is an on-going offering. *7 CH*

J & H Marsh and McLennan, Inc.

Automobile Liability Coverage Checklist - II

This course addresses product knowledge of casualty insurance. The course is 3½ hours of classroom instruction designed to provide general information for evaluating and comparing automobile liability coverages and policies. The course is scheduled for May 10, 1999.

3.5 CH

General Liability Coverage Checklist - I

This course addresses product knowledge of casualty insurance. The course is 2 hours of classroom instruction designed to provide general information on reviewing general liability policies for appropriate coverage levels. The course is scheduled May 11, 1999.

2 CH

Loss Responsive Rating Plan

This course addresses management. The course is 2 hours of classroom instruction designed to provide specific information on rating plan evaluation, frequency and plan parameters. The course is scheduled May 13, 1999. *2 CH*

General Liability Coverage Checklist - II

This course addresses product knowledge of casualty insurance. The course is 3 hours of classroom instruction designed to provide specific information on reviewing general liability policies for appropriate coverage levels. The course is scheduled May 12, 1999. *3 CH*

Umbrella/Excess Liability Coverage - I

This course addresses product knowledge of casualty insurance. The course is 2½ hours of classroom instruction designed to provide general information on coverage limits, general provisions, coverage extensions and conditions and policy administration. The course is scheduled May 14, 1999. *2.5 CH*

Umbrella/Excess Liability Coverage - II

This course addresses product knowledge of casualty insurance. The course is 3 hours of classroom instruction designed to provide specific information on coverage limits, general provisions, coverage extensions and conditions and policy administration. The course is scheduled May 17, 1999. *3 CH*

Workers Compensation Coverage - I

This course addresses product knowledge of casualty and disability insurance. The course is 1½ hours of classroom instruction designed to provide general information on workers' compensation limits, coverage extensions and endorsements, conditions and administration. The course is scheduled May 18, 1999. *1.5 CH*

Workers Compensation Coverage - II

This course addresses product knowledge of casualty and disability insurance. The course is 2½ hours of classroom instruction designed to provide specific information on workers' compensation limits, coverage extensions and endorsements, conditions and administration. The course is scheduled May 19, 1999. *2.5 CH*

The following submission is for renewal of a course previously reviewed and recommended for approval for Montana insurance continuing education credit.

Pentera Group, Inc.

Section 403(b) Course *15 CH*

COURSE REVIEW SUMMARIES

The following courses have been reviewed by the continuing education program staff and are presented for Advisory Council action.

The sponsoring organizations have indicated appropriate attendance verification, instructor certification, student record maintenance, fee policies and examination administration.

Included at the end of most summaries is notation of a suggested credit hour assignment based on the materials submitted by the sponsoring organization for review. After review and recommendation by the advisory council, final determination of course approval and credit hour assignment shall be made by the commissioner.

Montana Association of Life Underwriters

About the Family Business

This course addresses product knowledge of life insurance. The course length is unknown. The course is classroom instruction designed to provide specific information on funding family buy-sell and business transfer by using life insurance. The course is scheduled May 6, 1999. *? CH*

Understanding Long Term Care

This course addresses product knowledge of health and disability insurance. The course is 2 hours of classroom instruction designed to provide general information on care costs and types of care, long term care plans, coverage, benefit triggers and availability to groups. The course is scheduled May 7, 1999. *2 CH*

The Business in Me

This course addresses product knowledge of property and casualty insurance and marketing. The course is 2 hours of classroom instruction designed to provide general information on annual client policy review, auto, home and business coverages, determining need for policy changes and referrals for life insurance needs. The course is scheduled May 7, 1999.

2 CH

Montana Insurance Education Foundation

1999 Blue Cross Blue Shield Seminar

This course addresses product knowledge of life and health insurance and annuities. The course is 11 hours of classroom instruction designed to provide general information on defined benefit pension plans, elements included in benefit plans, tax and distribution implications to the employee and employer of benefits and using annuities to fund retirement. The course is scheduled June 3, 1999. *11 CH*

Montana Land Title Association

1999 MLTA Educational Seminar

This course addresses title insurance. The course is 10½ hours of classroom instruction designed to provide specific information on title claims review, partnerships, corporations and LLCs, forest service road access, the effect of bankruptcy on titles and 1031 exchanges. The course is scheduled May 21, 1999. *10.5 CH*

State Compensation Insurance Fund

CSR Workshop

This course addresses product knowledge of disability insurance. The course is 5 hours of classroom instruction designed to provide specific information on workers compensation and occupational disease laws in Montana, other state coverage, independent contractors, and endorsements. The course is scheduled April 27, 1999. *5 CH*

The American College

1999 Manulife Financial Educational Workshop

This course addresses product knowledge of life insurance. The course is 12 hours of classroom instruction designed to provide specific information on family limited partnerships, lifetime gifting, small case COLI and qualified and non-qualified retirement plans. The course is scheduled June 5, 1999. *12 CH*

National Association of Surety Bond Producers

The following courses are part of the National Association of Surety Bond Producers NASBP certification program.

Bad Faith Claims *2 CH*
The Role of the Surety Law Department in International Underwriting *2 CH*

Northwestern Mutual Life Insurance Company - General Agency Montana

LTC - Long Term Care

This course addresses product knowledge of health and disability insurance. The course is 4 hours of classroom instruction designed to provide specific information on acute and chronic care, tax treatment of long term care, underwriting, and contributor arrangements. *4 CH*

COURSE REVIEW SUMMARIES

The following courses have been reviewed by the continuing education program staff and are presented for Advisory Council action.

The sponsoring organizations have indicated appropriate attendance verification, instructor certification, student record maintenance, fee policies and examination administration.

Included at the end of most summaries is notation of a suggested credit hour assignment based on the materials submitted by the sponsoring organization for review. After review and recommendation by the advisory council, final determination of course approval and credit hour assignment shall be made by the commissioner.

Principal Life - Individual

The Magic of the ILIT (Irrevocable Life Insurance Trust)

This course addresses product knowledge of life insurance. the course is 2 hours of classroom instruction designed to provide specific information on trust designs, potential trust problems, split-dollar, generation skipping, wrap and Alaskan ILIT. No offerings are scheduled pending course approval. *2 CH*

Executive Benefits: New Opportunities

This course addresses product knowledge of life insurance and annuities. The course is 2 hours of classroom instruction designed to provide general information on company-owned life insurance, welfare benefit trusts and charitable split-dollar plans. No offerings are scheduled pending course approval. *2 CH*

Aviation Insurance Association

Aviation Insurance Seminar 5-99

This course addresses product knowledge of property and casualty insurance. The course is 6½ hours of classroom instruction designed to provide specific information on helicopter underwriting, insuring airports, aviation general liability, corporate aircraft insurance, and insured avionics maintenance contracts. The course is scheduled May 23, 1999. *6.5 CH*

Noble Continuing Education

The Powers of Trusts

This course addresses product knowledge of life insurance and annuities. The course is 5 hours of self-study correspondence designed to provide general information on life insurance and charitable remainder annuity trusts, long term care insurance, beneficiaries spendthrift clauses and collateral assignments. This is an on-going offering. *5 CH*

Implementing Business Income Insurance

This course addresses product knowledge of life and casualty insurance. The course is 6 hours of self-study correspondence text designed to provide general information on business income, extra expense and commercial coverage insurance, and partnership buy-sell life insurance. This is an on-going offering. *6 CH*

Deferred Compensation Plans Revealed

This course addresses product knowledge of disability and health insurance and annuities. The course is 10 hours of self-study correspondence text, including 3 hours of insurance continuing education designed to provide general information on qualified and non-qualified retirement plans, insured and non-insured, for-profit and not-for-profit retirement plans, ERISA, Internal Revenue Service codes and rulings regarding retirement and other retirement benefits. This is an on-going offering. *3 CH*

Flood Insurance Regulations

This course addresses product knowledge of flood insurance. The course is 4 hours of self-study correspondence text designed to provide specific information on the requirements of the federal flood insurance program. This is an on-going offering. *4 CH*

Broker Educational Sales and Training

Wealth Preservation

This course addresses product knowledge of annuities. The course is 2 hours of classroom instruction, including 1 hour of insurance continuing education, designed to provide general information on variable annuities, annuitization, features, and the guaranteed death benefit. No offerings are scheduled pending course approval. *1 CH*

Charitable Giving

This course addresses product knowledge of annuities. The course is 3 hours of classroom instruction, including 1½ hours of insurance continuing education, designed to provide specific information on charitable remainder annuity trusts, and using variable annuities to fund other charitable trusts. No offerings are scheduled pending course approval.

1.5 CH

MassMutual

1999 Compliance Seminar

This course addresses management and ethics. The course is 2 hours of classroom instruction designed to provide specific information on compliance with state and federal insurance laws and regulations. The course is scheduled May 25, 1999. *2 CH*

Noble Continuing Education

Complete Book of Liability Exposure

This course addresses product knowledge of casualty insurance. The course is 5 hours of self-study correspondence text designed to provide general information on commercial general liability, negligence, workers' compensation, umbrella, marine and professional liability insurance. This is an on-going offering. *5 CH*

Dynamic Employee Benefits

This course addresses product knowledge of life insurance. The course is 5 hours of self-study correspondence text, including 2 hours of insurance continuing education, designed to provide general information on employee benefits including split-dollar life insurance, health insurance and liability insurance, and the tax consequences of those benefits. This is an on-going offering. *2 CH*

Managing Executive Compensation Plans

This course addresses product knowledge of life insurance and annuities. The course is 5 hours of self-study correspondence text, including 1 hours of insurance continuing education, designed to provide general information on non-salary executive compensation, including, split dollar life insurance, and liability insurance. This is an on-going offering.

1 CH

Property and Liability Exposures

This course addresses product knowledge of property and casualty insurance. The course is 4 hours of self-study correspondence text designed to provide general information on home, automobile, commercial, comprehensive personal liability and other vehicle insurance coverage. This is an on-going offering. *4 CH*

Essentials of Pension Planning

This course addresses product knowledge of life insurance and annuities. The course is 9 hours of self-study correspondence text, including 4 hours of insurance continuing education, designed to provide general information on pension and profit sharing plans, universal life and life insurance and annuities in financial planning. This is an on-going offering. *4 CH*

Transamerica Occidental Life Insurance Company

Family Limited Partnership A Tool for Estate Planning

This course addresses product knowledge of life insurance. The course is 1 hour of classroom instruction designed to provide general information on limited liability partnerships, family partnerships and using life insurance to fund family limited partnership owner transfers. No offerings are scheduled pending course approval. *1 CH*

UNUM Life Insurance Company of America

Group Term Life 101 Insurance Class

This course addresses product knowledge of life insurance. The course is 4 hours of classroom instruction designed to provide general information on life insurance, mortality rates, underwriting risk, group plan design, group contract provisions and contract coverage. The course is scheduled May 3, 1999. *4 CH*

Northstar Insurance Services

Ethics/Unfair Trade Practices and the Medicaid Lien and Estate Recovery Program

This course addresses ethics and insurance laws. The course is 5 hours of classroom instruction designed to provide general information on Title 33, Chapter 18 M.C.A., ethical behavior in the insurance industry and Montana Medicaid lien laws. The course is scheduled October 26, 1999. *5 CH*

Let's Talk About Life Insurance

This course addresses product knowledge of life insurance. The course is 5 hours of classroom instruction designed to provide general information on insurance terminology, misrepresentations, types of life insurance, beneficiaries, life insurance terminology, and rating. The course is scheduled October 4, 1999. *5 CH*

Credit Insurance in an Installment Borrower's Financial Plan

This course addresses product knowledge of life, disability, credit life and credit disability insurance. The course is 5 hours of classroom instruction designed to provide general information on evaluating need for life and disability insurance and determining level of credit insurance needed to pay existing debts. The course is scheduled October 4, 1999. *5 CH*

Loss Exposures of the Business Owner and the Businessowners' Insurance Policy

This course addresses product knowledge of property and casualty insurance. The course is 5 hours of classroom instruction designed to provide general information on liability exposure, loss exposures, and standard businessowners property and liability coverage. The course is scheduled October 4, 1999. *5 CH*

M Financial Group

1999 M Financial Spring Marketing/MPRO Meeting

This course addresses product knowledge of life insurance. The course is 6 hours of classroom instruction designed to provide specific information on split dollar plans, private placement, estate planning, legacy planning, supplemental executive retirement plans (SERPs), variable insurance compliance and high net worth viatical settlements. The course is scheduled May 12, 1999. *6 CH*

Lenders Insurance Seminars

Personal, Farm and Business Liability: An Overview

This course addresses product knowledge of casualty insurance. The course is 4 hours of classroom instruction designed to provide general information on liability coverages in homeowners insurance, and liability coverage for farms, farm premises and operations, commercial general liability and broad form coverage. The course is scheduled June 4, 1999. *4 CH*

The following submission is for renewal of a course previously reviewed and recommended for approval for Montana insurance continuing education credit.

American Bankers Insurance Company of Florida

Write Your Own Flood Insurance *3 CH*

INSURANCE CONTINUING EDUCATION ADVISORY COUNCIL

AGENDA

March 25, 1999

Sam Mitchell Building-Room 270

Telephone Conference

Call to order	10:30
Presentation of course renewals and summaries	10:40
Public Comment	11:00
Discussion of course renewals and summaries	11:10
Council direction to staff	11:20
Administrative Details	11:30

Next Meetings

April 22, 1999 - 10:30 a.m., Advisory Council Meeting, Telephone Conference

May 13, 1999 - 10:30 a.m., Advisory Council Meeting, Telephone Conference

Adjourn	11:30

March 23, 1999

Insurance Continuing Education Advisory Council

Conference Call Minutes

March 24, 1999

The following are summary minutes of the Insurance Continuing Education Advisory Council.

The teleconference meeting of the Insurance Continuing Education Advisory Council was called to order in the conference room, State Auditor's Office, Sam Mitchell Building, March 24, 1999, at 10:30 a.m.

Members Present - via phone

Mark Nelson, Insurance Department Non-Voting Member
Julie McDade, Public Member
Bill Bolt, Professional Insurance Agents of Montana Member
Robin Boon, Independent Insurance Agents of Montana Member
Tony Leenknecht, Montana Association of Life Underwriters Member

Staff Present

Mary Arnold, Continuing Education Program
Pam Pickett, Recording Secretary

A list of others present is attached as Exhibit 1.

Presentation of Course Renewals and Summaries

Both faxes sent by Arnold were received by all members.

Public Comment

None.

Discussion of Course Renewals Summaries

Boon moved to accept course review summaries as presented and recommended course approval to the commissioner. McDade seconded motion, motion carried unanimously.

Council Direction to Staff

None.

Administrative Details

Next meetings are :

April 22, 1999, Telephone Conference, 10:30 a.m.

May 13, 1999, Telephone Conference, 10:30 a.m.

Boon made a motion to adjourn. Bolt seconded the motion, carried unanimously.

COURSE REVIEW SUMMARIES

The following courses have been reviewed by the continuing education program staff and are presented for Advisory Council action.

The sponsoring organizations have indicated appropriate attendance verification, instructor certification, student record maintenance, fee policies and examination administration.

Included at the end of most summaries is notation of a suggested credit hour assignment based on the materials submitted by the sponsoring organization for review. After review and recommendation by the advisory council, final determination of course approval and credit hour assignment shall be made by the commissioner.

All courses on this summary are submitted as renewal of courses renewed or reviewed and approved during 1997. Sponsoring organizations have certified that these courses will continue to be offered as originally submitted.

J & H Marsh and McLennan

Advanced Risk Planning	*17 CH*
Employee Benefit School	*14 CH*

Pictorial

Personal Auto Coverage	*7.5 CH*
Delivering Quality Service	*5 CH*
Managed Care Strategies	*7 CH*
Negotiation Skills	*4 CH*
Pension Planning Concepts	*14 CH*
Ethical Practices	*10 CH*
Insurance Ethics and Consumer Protection	*2 CH*
Business Income Coverages	*10 CH*

Pacific Life - Individual

The Dynamics of Variable Life	*1 CH*

Health Insurance Association of America

Fraud: The Hidden Cost of Healthcare	*15 CH*
Fundamentals of Health Insurance, Part B	*15 CH*
Fundamentals of Health Insurance, Part A	*15 CH*

Hartford Life Insurance Company

Variable Contracts	*2 CH*

Safelite

Controlling Auto Glass Losses	*2 CH*

All American Life Insurance Company

The NAIC Illustration Model Bill and You	*.5 CH*
Underwriting Mysteries Revealed	*2 CH*

COURSE REVIEW SUMMARIES

The following courses have been reviewed by the continuing education program staff and are presented for Advisory Council action.

The sponsoring organizations have indicated appropriate attendance verification, instructor certification, student record maintenance, fee policies and examination administration.

Included at the end of most summaries is notation of a suggested credit hour assignment based on the materials submitted by the sponsoring organization for review. After review and recommendation by the advisory council, final determination of course approval and credit hour assignment shall be made by the commissioner.

Insurance Business Consultants

Fraud's Impact on Insurance

This course addresses ethics. The course is 4 hours of classroom instruction designed to provide general information on arson, theft, liability, damage and medical fraud the methods of fraud identification and reduction. No offerings are scheduled pending course approval.

4 CH

Spokane Insurance Associates

Employment Law Basics

This course addresses product knowledge of liability insurance. The course is 2 hours of classroom instruction designed to provide specific information on employment liability, underwriting and reducing business risk and potential problem areas. The course was held March 5, 1999.

2 CH

Life Underwriter Training Council

LAMP (Life Agency Management Program) 1999 Annual Meeting

This course addresses marketing and management. The course is 16½ hours of classroom instruction, including 10 hours of insurance continuing education designed to provide general information on agency management, multi-line agencies, and agent retention. The course is scheduled March 28, 1999. *10 CH*

Risk Insurance Management Society

The following courses are part of the Risk Insurance Manager certification program.

1999 RIMS Conference - Monday PM (contingent business interruption coverage) *1.5 CH*
1999 RIMS Conference - Tuesday AM (self-administration/out sourcing claims) *2 CH*
1999 RIMS Conference - Tuesday PM (disaster planning and managing large losses) *2 CH*
1999 RIMS Conference - Wednesday AM (construction bonding) *1.5 CH*
1999 RIMS Conference - Wednesday PM (fidelity bonds) *1.5 CH*
1999 RIMS Conference - Thursday AM (captive insurance companies) *2 CH*
1999 RIMS Conference - Thursday PM (employment law and employer liability) *1.5 CH*

Allstate Insurance Company

Auto Training Course

This course addresses product knowledge of property and casualty insurance. The course is 8 hours of CD-ROM-based computer training, including 6 hours of insurance continuing education, designed to provide general information on collision, comprehensive and liability coverage, vehicle and personal coverage and Allstate auto policies. This is an on-going offering. *6 CH*

New York Life Insurance Company

Life Insurance Solutions

This course addresses product knowledge of life insurance. The course is 13½ hours of classroom instruction, including 11 hours of insurance continuing education, designed to provide general information on universal and variable universal life insurance, policy provisions, premiums, death benefit, riders and loans and New York Life policies. The c course is scheduled April 5, 1999. *11 CH*

Colonial Life & Accident Insurance Company

Critical Illness (CBT)

This course addresses product knowledge of disability insurance. The course is 2 hours of computer-based training, including ½ hour of insurance continuing education, designed to provide general information on Colonial Critical Illness coverage and sales information and basic information on disability insurance coverage. This is an on-going offering. *.5 CH*

Life Instructors

IRA, SEP and Keogh Plans

This course addresses product knowledge of life insurance. The course is 10 hours of self-study CD-ROM-based training, including 3 hours of insurance continuing education, designed to provide specific information on eligibility, distributions, features, characteristics and rules for each account, and incidental use of life insurance in Keogh plans. This is an on-going offering. *3 CH*

Colonial Life and Accident Insurance Company

Protector Series

This course addresses product knowledge of life insurance. The course is 3 hours of class room instruction, including ½ hour of insurance continuing education, designed to provide specific information on the Colonial Life Protector series life insurance products and general information on basic types of life insurance. No offerings are scheduled pending course approval. *.5 CH*

Reliastar Life

Equity Indexed Annuities

This course addresses product knowledge annuities. The course is 1 hour of classroom instruction designed to provide general information on equity indexed annuities, calculation and crediting of interest, point-to-point and annual reset interest calculation comparisons and product mechanics. The course was held March 24, 1999. *1 CH*

1999 Keeping Current

This course addresses product knowledge of life insurance. The course is 3 hours of classroom instruction designed to provide general information on estate planning with trusts, key person insurance and private split dollar plans. The course was held March 24, 1999. *3 CH*

Insurance Business Consultants

Advanced Liability 1999

This course addresses product knowledge of liability insurance. The course is 12 hours of classroom instruction designed to provide specific information on commercial general liability coverage, employment practices liability, Y2K, contractual considerations and loss payments. The course is scheduled April 18, 1999. *12 CH*

Lorman Business Center

Workers' Compensation

This course addresses product knowledge of disability insurance. The course is 6 hours of classroom instruction designed to provide general information on workers' compensation, vocational rehabilitation ethical considerations and claim participants and recent legislation. The course is scheduled May 26, 1999. *6 CH*

Securities Education Institute

Suitability of Variable Products

This course addresses product knowledge of life insurance and annuities. The course is 7 hours of self-study correspondence text, including 3 hours of insurance continuing education, designed to provide specific information on variable products, flexible and adjustable life insurance, variable annuities, mutual funds, suitability determinations and NASD notice 94-36. This is an on-going offering. *3 CH*

Examco (formerly Merritt)

The following course was previously summarized, reviewed and approved for insurance continuing education credit. Course approval expired in August 1998.

Social Security and Medicare *5 CH*

Life Underwriter Training Council

AALU (American Association of Life Underwriters) 1999 Annual Meeting

This course addresses product knowledge of life insurance. The course is 16 hours of classroom instruction, including 8 hours of insurance continuing education, designed to provide specific information on private split dollar plans, charitable lead trusts, Qualified plan partnerships, lifetime settlements, and variable life compliance. The course is scheduled April 12, 1999. *8 CH*

Great West Casualty company

Integrated Insurance Topics

This course addresses product knowledge of property and casualty insurance. The course is 7 hours of classroom instruction, including 4½ hours of insurance continuing education, designed to provide general information on truckers policies and endorsements, liability claims, underwriting motor carriers, cargo coverages and subrogation. The course is scheduled April 14, 1999. *4.5 CH*

Securities Education Institute

SIA (Securities Industry Association) Variable Annuities

This course addresses product knowledge of annuities. The course is 4 hours of self-study correspondence text designed to provide specific information on types and comparison of annuities, management, accumulation, payout qualified annuity plans and risk. This is an on-going offering. *4 CH*

Colonial Life & Accident Insurance Company

Disability Basics

This course addresses product knowledge of disability insurance. The course is 3 hours of computer-based training, including 1½ hours of insurance continuing education credit, designed to provide general information on Colonial Life disability products and client need, elimination periods, benefit periods, and disability language. This is an on-going offering. *1,5 CH*

Cancer Insurance Basics

This course addresses product knowledge of health insurance. The course is 3 hours of computer-based training, including 2 hours of insurance continuing education, designed to provide general information on client need, waiting periods and eligibility, claim filing, premium waiver and portability. This is an on-going offering. *2 CH*

Transamerica Occidental Life Insurance Company

CRTs (Charitable Remainder Trusts) - A Powerful Training Tool

This course addresses product knowledge of life insurance and annuities. The course is 1 hour of classroom instruction designed to provide basic information on using annuity and insurance products in conjunction with a CRT, tax impacts, types of charitable remainder trusts and CRT benefits. No offerings are scheduled pending course approval. *1 CH*

Pictorial

The following course was previously summarized, reviewed and approved for insurance continuing education credit.

Personal Auto Coverage, 4th edition *7.5 CH*

Allmerica Financial

The following Dearborn course was previously reviewed and approved for insurance continuing education credit.

Retirement Planning *10 CH*

SunAmerica Life Insurance

Retirement Planning with Annuities

This course addresses product knowledge of annuities. The course is 12 hours of self-study correspondence designed to provide specific information on annuity types, funding, contract structure, exchanges and transfers, death claim benefits and retirement. This is an on-going offering. *12 CH*

Canada Life

1999 Selling Strategies Forum

This course addresses product knowledge of life insurance. The course is 4 hours of classroom instruction designed to provide general information on split dollar plans, business valuation, and critical illness coverage. The course is scheduled April 22, 1999. *4 CH*

National Alliance for Insurance Education and Research

The following courses are part of the National Alliance CIC certification program.

1999 James K. Ruble Advanced Coverage Seminar - 2 *19 CH*
1999 James K. Ruble Advanced Coverage Seminar - 3 *19 CH*

The American College

The following courses are part of the American College CLU and ChFC certification programs.

Journal Quiz - March 1999 *3 CH*
Journal Quiz - May 1999 *3 CH*
Journal Quiz - July 1999 *3 CH*
Journal Quiz - September 1999 *3 CH*
Journal Quiz - November 1999 *3 CH*
Journal Quiz - January 2000 *3 CH*

Transamerica Occidental Life Insurance Company

Using VUL Insurance to Solve Problems

This course addresses product knowledge of life insurance. The course is 1 hour of classroom instruction designed to provide general information on variable universal life insurance, insurable interest, client need and contract format. No offerings are scheduled pending course approval. *1 CH*

Examco, Inc. (formerly Merritt)

The following computer-based courses have been previously summarized, reviewed and approved in a text format with identical content.

Disability Income Insurance	*10 CH*
Life Insurance Policy Comparisons & Underwriting	*10 CH*
Annuities	*10 CH*
Understanding Living Trusts	*10 CH*
Social Security and Medicare	*5 CH*
Market Conduct	*5 CH*
Employee Benefit Planning	*10 CH*
Variable Contracts	*10 CH*
Pension and Profit Sharing	*10 CH*
Medicare Supplement Insurance	*10 CH*
Long Term Care	*10 CH*
Business Insurance	*10 CH*
Ethics	*12 CH*
Group Insurance and Hospitalization	*10 CH*
Estate Planning	*10 CH*

Society of Financial Service Professionals

The following course is part of the Society of Financial Service Professionals CLU and ChFC certification programs.

1999 May VTC - The Essentials of Estate Planning	*3 CH*

Insurance Continuing Education Advisory Council

Conference Call Minutes

February 18, 1999

The following are summary minutes of the Insurance Continuing Education Advisory Council.

The teleconference meeting of the Insurance Continuing Education Advisory Council was called to order in the conference room, State Auditor's Office, Sam Mitchell Building, Room 270 at 10:30 a.m.

Members Present - via phone

Mark Nelson, Insurance Department Non-Voting Member
Julie McDade, Public Member
Bill Bolt, Professional Insurance Agents of Montana Member
Robin Boon, Independent Insurance Agents of Montana Member

Staff Present

Mary Arnold, Continuing Education Program
Pam Pickett, Recording Secretary

Presentation of Course Renewals and Summaries

Arnold presented the course renewals and summaries. Faxes were received by all.

Administrative Rule Proposed Change

Discussion of suggested options: Regarding the current 45 day time frame for course submissions to receive credit hours. Boone suggested to leave as is, if it's not broke don't try to fix it. It is meeting the needs of the majority of the people. No vote was taken as Leenknect and Bebee were not in attendance at this meeting.

Public Comment

There was none.

Discussion of Course Renewals Summaries

McDade moved to accept course review summaries as presented and recommended course approval to the commissioner.

Council Direction to Staff

None.

Administrative Details

Arnold updated the council on the proposed legislation that would have impact on the continuing education program. Arnold advised that it was tabled in Committee without a hearing. It's a non-debatable motion and the sponsor got up and said this bill creates more problems than it resolves and the individual that asked me to bring it said that it didn't do what she was hopeful it would he moved to table. The other proposed change to Continuing Education has been incorporated into the housekeeping bill, those individuals who are credit life and disability only will be receiving a reduction in the quantity of continuing education that they are required to complete annually. It will start calendar year 2000. The effective date on that section of the bill, if it passes in its entirety would be January 1, 2000. Bolt asked Arnold what the reduction will be, Arnold advised that it would be 21/2 as opposed to 5, which they currently are at.

Next meetings are :

March 25, 1999, 10:30 a.m.
April 22, 1999, 10:30 a.m.
May 13, 1999, 10:30 a.m.

Adjournment

Boone made a motion to adjourn. Bolt seconded the motion; carried unanimously.

INSURANCE CONTINUING EDUCATION ADVISORY COUNCIL

AGENDA

January 28, 1999
Sam Mitchell Building-Room 270
Telephone Conference

Call to order	10:30
Presentation of course renewals and summaries	10:40
Administrative Rule Proposed Change	10:50
John Bebee	
Public Comment	11:00
Discussion of course renewals and summaries	11:10
Council direction to staff	11:20
Administrative Details	11:30

Next Meetings

February 18, 1999 - 10:30 a.m., Advisory Council Meeting, Telephone Conference

March 25, 1999 - 10:30 a.m., Advisory Council Meeting, Telephone Conference

April 22, 1999 - 10:30 a.m., Advisory Council Meeting, Telephone Conference

May 13, 1999 - 10:30 a.m., Advisory Council Meeting, Telephone Conference

Adjourn 11:30

January 25, 1999

Insurance Continuing Education Advisory Council

Conference Call Minutes

January 28, 1999

The following are summary minutes of the Insurance Continuing Education Advisory Council.

The teleconference meeting of the Insurance Continuing Education Advisory Council was called to order in the conference room, State Auditor's Office, Sam Mitchell Building, January 28, 1999, at 10:30 a.m.

Members Present - via phone

Mark Nelson, Insurance Department Non-Voting Member
Julie McDade, Public Member
Bill Bolt, Professional Insurance Agents of Montana Member
John Bebee, Unaffiliated Insurance Agent Member
Robin Boon, Independent Insurance Agents of Montana Member
Tony Leenknecht, Montana Association of Life Underwriters Member

Staff Present

Mary Arnold, Continuing Education Program
Pam Pickett, Recording Secretary

Presentation of Course Renewals and Summaries

Arnold presented the course renewals and summaries.

Administrative Rule Proposed Change

Bebee brought to the table the 45 day rule for submitting the individual application after courses were taken. His suggestion was maybe to lengthen the time. Arnold said problems would arise when people waited so long to go back to the party offering the course for additional information. Bebee asked if it was possible for the party's to

submit application with in the year the course was taken. Arnold advised it would create problems for those taking courses at the end of the year, but possibly could amend the rule in a way that allows people to submit within the year the course was taken or no more than 45 days after course completion. Leenknect added that the 45 days could be shortened to 30 days, Arnold felt that would be more restrictive than it is now. McDade said she would not be in favor of dragging submissions out for a year.

Public Comment

None.

Discussion of Course Renewals Summaries

Leenknecht moved to accept course review summaries as presented and recommended course approval to the commissioner. McDade seconded the motion. Motion carried unanimously.

Council Direction to Staff

Send rules and individual course submission packets to council members.

Administrative Details

Next meetings are :

February 18, 1999 - 10:30 a.m.
March 25, 1999
April 22, 1999
May 13, 1999

Boone Made a motion to adjourn. Bebee Seconded the motion, carried unanimously.

COURSE REVIEW SUMMARIES

The following courses have been reviewed by the continuing education program staff and are presented for Advisory Council action.

The sponsoring organizations have indicated appropriate attendance verification, instructor certification, student record maintenance, fee policies and examination administration.

Included at the end of most summaries is notation of a suggested credit hour assignment based on the materials submitted by the sponsoring organization for review. After review and recommendation by the advisory council, final determination of course approval and credit hour assignment shall be made by the commissioner.

All courses on this summary are submitted as renewal of courses reviewed and approved during 1996. Sponsoring organizations have certified that these courses will continue to be offered as originally submitted.

National Farmers Union Property & Casualty Company

Career Agent Seminar	*15 CH*

Pictorial

Commercial Auto Coverage	*8 CH*
Advanced Annuities Training Course	*14 CH*
Ethics at Work	*10 CH*

Bankers Life and Casualty Company

Business Insurance Basics	*7 CH*
Estate Planning Training Course	*15 CH*

Insurance Business Consultants on behalf of AAMGA University

Employment Relationships - Concerns and Coverage Considerations *4 CH*

National Flood Insurance Program

Basic Flood Insurance *4 CH*

Health Insurance Association of America

Long-Term Care: Knowing the Risk, Paying the Price *15 CH*

COURSE REVIEW SUMMARIES

The following courses have been reviewed by the continuing education program staff and are presented for Advisory Council action.

The sponsoring organizations have indicated appropriate attendance verification, instructor certification, student record maintenance, fee policies and examination administration.

Included at the end of most summaries is notation of a suggested credit hour assignment based on the materials submitted by the sponsoring organization for review. After review and recommendation by the advisory council, final determination of course approval and credit hour assignment shall be made by the commissioner.

MET Life Resources

New FSR (Financial Service Representative) Training

This course addresses product knowledge of life insurance and annuities. The course is 80 hours of classroom instruction, including 13 hours of continuing education, designed to provide in-depth information on ethics, market conduct, Met Life life insurance and annuity products and computer software, prospecting, office operation, telemarketing and roleplays. No offerings are scheduled pending course approval. *13 CH*

Advanced FSR (Financial Service Representative) Training

This course addresses product knowledge of life insurance and annuities. The course is 30 hours of classroom instruction, including 15 hours of insurance continuing education, designed to provide in-depth information on using variable annuities in qualified plans, needs analysis, client financial analysis, life insurance products, and balancing a portfolio. No offerings are scheduled pending course approval. *15 CH*

National Business Institute

Keys to Success in Real Estate Transaction in Montana

This course addresses title insurance. The course is 6 hours of classroom instruction designed to provide specific information on buyers and sellers, purchase and sale agreements, title to real estate, escrow, title examination and deed registration. The course is scheduled March 19, 1999. *6 CH*

MassMutual

1999 Estate and Advanced Planning Concepts

This course addresses product knowledge of life insurance. The course is 9 hours of classroom instruction, including 5 hours of insurance continuing education, designed to provide general information on voluntary employee benefit associations, life insurance planning, charitable remainder trusts and underwriting. The course is scheduled February 28, 1999.

5 CH

Allmerica Financial

Advanced Planning Concepts

This course addresses product knowledge of life insurance. The course is 2 hours of classroom instruction designed to provide in-depth information on life insurance retirement plans, modified endowment contracts, generation skipping trusts, executive bonus plans and variable universal life insurance. No offerings are scheduled pending course approval.

2 CH

SAFECO Life Insurance Company

Agency Self-Audit for Market Conduct Issues

This course addresses ethics. The course is 3 hours of classroom instruction designed to provide specific information on market conduct in the sale of life insurance and annuities, prohibited sales practices and an agency customer service monitoring system. No offerings are scheduled pending course approval. *3 CH*

The National Alliance for Insurance Education and Research

The following courses are part of the National Alliance Certified Insurance Service Representative and Certified Insurance Counselor certification programs.

Insuring Personal Residential Property	*8 CH*
Insuring Commercial Property	*8 CH*
Insuring Commercial Casualty Exposures	*8 CH*
Agency Operations	*8 CH*
Ruble Large Commercial Seminar	*19 CH*
Ruble Small Commercial Seminar	*19 CH*

Rain and Hail Insurance service

1999 Spring Agent Update Seminar

This course addresses product knowledge of property and casualty insurance. The course is 6 hours of classroom instruction, including 5 hours of insurance continuing education, designed to provide general information on crop insurance provisions, new crop coverage, forms, actuarial data and underwriting and crop revenue coverage. The course is scheduled February 2, 1999. *5 CH*

The American College

The following course is part of the American College CLU and ChFC certification programs.

Strategies for Life Insurance *4 CH*

Principal Life - Individual

The Principal Variable Annuity

This course addresses product knowledge of annuities. The course is 3 hours of self-study correspondence text, including 1½ hours of insurance continuing education, designed to provide specific information on Principal's variable annuity product, marketing, types of products and features, and sales ideas. This is an on-going offering. *1.5 CH*

J & H Marsh and McLennan, Inc.

Manage the Total Cost of Risk in a Converging World

This course addresses product knowledge of property and casualty insurance. The course is 16 hours of classroom instruction, including 10 hours of insurance continuing education, designed to provide general information on risk the J & H Marsh and McLennan TCOR process, categories of risk, client need, risk potential and risk tolerance, and plan implementation. The course is scheduled March 9, 1999. *10 CH*

Lorman Business Center

Recent Developments of Interest to Montana Construction Professionals, including Lien Law and Employment and Labor Law

This course addresses product knowledge of property and casualty insurance and bonding. The course is 6 hours of classroom instruction designed to provide specific information on construction liens, lien priorities and foreclosure, human resource exposures. The course was held January 20, 1999. *6 CH*

Assurex International

1999 Life & Benefits Group Conference

This course addresses product knowledge of life and health insurance. The course is 5 hours of classroom instruction designed to provide general information on voluntary benefits, international benefits, employee eligibility and service. The course was held January 18, 1999.

5 CH

North Central Crop Insurance

1999 Spring Training Multi-Peril Crop Insurance

This course addresses product knowledge of property and casualty insurance. The course is 6 hours of classroom instruction, including 5 hours of insurance continuing education, designed to provide general information on multi-peril crop insurance provisions, new crop coverage, forms, actuarial information and premium calculation, and underwriting and crop revenue coverage. The course is scheduled February 17, 1999. *5 CH*

The Lincoln National Life Insurance Company/ Connecticut

AL - Variable Annuities

This course addresses product knowledge of annuities. The course is 2 hours of classroom instruction designed to provide basic information on variable annuity contracts, how they work, and how to use annuities properly. The course was held January 6, 1999. *2 CH*

Hartford Fire Insurance Co.

Employers Cost Control Workshop

This course addresses management. The course is 14 hours of classroom instruction designed to provide in-depth information on loss control, prospective and retrospective rating, safety procedures and policy implementation, excess loss rating and dividend and retention programs. The course is scheduled February 2, 1999. *14 CH*

Principal Life - Individual

Executive Benefit Plan Alternatives

This course addresses product knowledge of life insurance and annuities. The course is 2 hours of classroom instruction designed to provide general information on benefit plan design, employer/employee control, benefit security, cost sharing, and the plan design process. No offerings are scheduled pending course approval. *2 CH*

John Hancock Mutual Life Insurance Co.

The following Dearborn courses were previously reviewed and approved by the Advisory Council.

Variable Contracts	*8 CH*
Survey of Advanced Sales	*10 CH*
Total Need Analysis	*7 CH*

Eric W. Hoffman

Retirement, Securities Education Institute, Inc.

This course addresses product knowledge of annuities. The course is 2 hours of self-study correspondence text, including ½ hour of insurance continuing education, designed to provide general information on qualified plans, securities, mutual funds, profit sharing plans and other retirement funds. the course was completed November 18, 1999. *.5 CH*

Suitability of Variable Products, Securities Education Institute, Inc.

This course addresses product knowledge of variable annuities. The course is 2 hours of self-study correspondence text designed to provide general information on annuities, annuity features and applications, charges, separate accounts and annuitization. The course was completed November 20, 1998. *2 CH*

Ethics, Securities Education Institute, Inc.

This course addresses ethics. The course is 2 hours of self-study correspondence text designed to provide general information on ethical practices in the securities industry. The course was completed November 18, 1998. *2 CH*

Life USA Marketing, Inc.

The Story of My Life (Insurance)

This course addresses product knowledge of life insurance. The course is 2 hours of classroom instruction designed to provide general information on types of life insurance, financial risks, life insurance contracts, and multiple benefit policies. No offerings are scheduled pending course approval. *2 CH*

DADCO

Estate Planning and Trust Case Studies

This course addresses product knowledge of life insurance and annuities. The course is 2 hours of classroom instruction designed to provide specific information on estate planning, charitable remainder trusts, generation skipping, foundations, educational trusts and annual gifting. The course was held January 7, 1999. *2 CH*

Penn Mutual Life

Selective Benefits and COLI (Corporate Owned Life Insurance)

This course addresses product knowledge of life insurance. The course is 2 hours of classroom instruction designed to provide general information on 401(k) overlay plans, executive retirement plans, restricted bonus plans, funding objectives versus death benefits and administering the policies. No offerings are scheduled pending course approval. *2 CH*

TMG (The Mutual Group) Life Insurance Company

Mutual Success 1999

This course addresses product knowledge of life insurance. The course is 3 hours of classroom instruction designed to provide general information on life insurance in business valuation, buy/sell agreements, income continuation and determining fair market value of the business. The course is scheduled February 18, 1999. *3 CH*

Manulife Financial

Dynasty Trust Workshop

This course addresses product knowledge of life insurance and annuities. The course is 2 hours of classroom instruction designed to provide general information on generation skipping, dynasty trusts, survivorship split dollar plans and how they work. No offerings are scheduled pending course approval. *2 CH*

Crop Growers Insurance, Inc.

1999 Spring Crop Insurance Update

This course addresses product knowledge of property and casualty insurance. The course is 7½ hours of classroom instruction, including 5 hours of insurance continuing education, designed to provide general information on crop insurance provisions and procedural changes, new crop coverage, forms, actuarial data and underwriting and crop revenue coverage. The course is scheduled February 23, 1999. *5 CH*

Health Insurance Association of America

The following course is part of the Health Insurance Association of America HIA and MHP designation programs.

Managed Care, Part C *15 CH*

Wood Logan Associates

The New Retirement Expert for the 21st Century

This course addresses product knowledge of life insurance. The course is 3 hours of classroom instruction designed to provide specific information on qualified plans, tax deferred retirement savings, variable annuities in retirement plans, asset maximization and charitable giving. No offerings are scheduled pending course approval. *3 CH*

Northwestern Mutual Life, General Agency Montana

Replacement Compliance

This course addresses ethics. The course is 1 hour of classroom instruction designed to provide specific information on policy replacement, twisting and churning, and documenting a policy replacement. The course was held January 15, 1999. *1 CH*

Disability Insurance

This course addresses product knowledge of disability insurance. The course is 2 hours of classroom instruction designed to provide specific information on group disability income insurance, the employer's need for group disability, and designing short term and long term plans. The course was held January 15, 1999. *2 CH*

Mutual of Omaha companies

Retirement Planning

This course addresses product knowledge of life insurance. The course is 11 hours of classroom instruction designed to provide specific information on retirement plans, defined benefit plans, business insurance, age-weighted comparability plans, employer fiduciary responsibilities, and plan administration. The course is scheduled March 1, 1999. *11 CH*

Insurance Business Consultants, Inc. on behalf of AAMGA University

The following course was previously reviewed and approved for continuing education credit.

Trucking Risk I *10 CH*

Billings Insurance Associates

The following AICPCU was previously reviewed and approved for insurance continuing education credit. This submission does not include a monitored examination.

INS 21 - Introduction to Insurance *10 CH*

The Lincoln National Life Insurance Company/ Connecticut

Training for the Future - 1999

This course addresses product knowledge of life insurance and annuities. The course is 17 hours of classroom instruction, including 11 hours of insurance continuing education, designed to provide specific information on fee based planning, business succession planning, advanced split dollar, charitable planning, planning and insurance brokerage, and benefits of life insurance. The course is scheduled February 13, 1999. *11 CH*

Transamerica Occidental Life Insurance Company

Private Split Dollar with Variable Universal Life Insurance

This course addresses product knowledge of life insurance. The course is 1 hour of classroom instruction designed to provide general information on funding private split dollar plans with variable universal life insurance and applying the concept to irrevocable life insurance trusts. The course is scheduled March 4, 1999. *1 CH*

INSURANCE CONTINUING EDUCATION ADVISORY COUNCIL

AGENDA

December 10, 1998

Sam Mitchell Building-Room 270

Telephone Conference

Call to order	10:30
Presentation of course renewals and summaries	10:40
Public Comment	10:50
Discussion of course renewals and summaries	11:10
Council direction to staff	11:20
Administrative Details	11:30

Next Meetings

January 28, 1999 - 10:30 a.m., Advisory Council Meeting, Telephone Conference

February 18, 1999 - 10:30 a.m., Advisory Council Meeting, Telephone Conference

March 25, 1999 - 10:30 a.m., Advisory Council Meeting, Telephone Conference

April 22, 1999 - 10:30 a.m., Advisory Council Meeting, Telephone Conference

May 20, 1999 - 10:30 a.m., Advisory Council Meeting, Telephone Conference

Adjourn	11:30

December 7, 1998

Insurance Continuing Education Advisory Council

Conference Call Minutes

December 10,1998

The following are summary minutes of the Insurance Continuing Education Advisory Council.

The teleconference meeting of the Insurance Continuing Education Advisory Council was called to order in the conference room, State Auditor's Office, Sam Mitchell Building, Room 270, at 10:30 a.m.

Members Present - via phone

Mark Nelson, Insurance Department Non-Voting Member
Julie McDade, Public Member
Bill Bolt, Professional Insurance Agents of Montana Member
Robin Boon, Independent Insurance Agents of Montana Member
Tony Leenknecht, Montana Association of Life Underwriters Member

Staff Present

Mary Arnold, Continuing Education Program
Pam Pickett Recording Secretary

A list of others present is attached as Exhibit 1.

Presentation of Course Renewals and Summaries

Arnold presented courses, Boone asked how are people getting 19 credit hours, Arnold said they go to another site and are in the course for a couple of days.

Public Comment

None.

Discussion of Course Renewals Summaries

Boone moved to accept course review summaries as presented and recommended course approval to the commissioner. Leenknecht seconded and motion carried unanimously.

Council Direction to Staff

None.

Administrative Details

Future meeting dates were scheduled around Beebe's schedule, there are conflicts. The March 25 meeting will stay as planned, Beebe will not be in attendance, but the May 20th meeting has been moved back to May 13th.

CE filing forms, Rollover credits - forms will be mailed out about mid month, need to be filed by January 15, 1999. This eliminates us being bombarded with paperwork and checks that won't get processed until January anyway.

Adjournment

Leenknecht made a motion to adjourn. Boone Seconded the motion, carried unanimously.

COURSE REVIEW SUMMARIES

The following courses have been reviewed by the continuing education program staff and are presented for Advisory Council action.

The sponsoring organizations have indicated appropriate attendance verification, instructor certification, student record maintenance, fee policies and examination administration.

Included at the end of most summaries is notation of a suggested credit hour assignment based on the materials submitted by the sponsoring organization for review. After review and recommendation by the advisory council, final determination of course approval and credit hour assignment shall be made by the commissioner.

All courses on this summary are submitted as renewal of courses reviewed and approved during 1996. Sponsoring organizations have certified that these courses will continue to be offered as originally submitted.

Pictorial

Retrospective Rating	*10 CH*
Workers Compensation	*12 CH*
A Legal Review of Products Liability	*8 CH*
Disability Income Concepts	*5 CH*
Introduction to Advanced Markets	*15 CH*
Key Employee	*6 CH*
Medical Tests and Signs	*10 CH*
Interpreting Medical Reports	*15 CH*
Residential Construction Basics	*15 CH*

Dearborn Financial Publishing

FIC Basic I, 11th Edition	*10 CH*
Introduction to Life Underwriting, 11 edition	*10 CH*
FIC Intermediate II, 5th edition	*10 CH*
FIC Advanced III, 6th edition	*15 CH*
Survey of Advanced Sales, 6th edition	*10 CH*

Wood Logan Associates, Inc.

Basic Annuity Concepts	*.5 CH*
Annuity Features and Benefits	*.5 CH*
Controlling Documents	*.5 CH*
Contractual Designations	*.5 CH*
Retirement Planning	*1 CH*
Positioning Annuities	*.5 CH*
Risk Management	*.5 CH*

College for Financial Planning

FFPN: Foundations in Financial Planning	*15 CH*
CFP IV: Retirement Planning	*17 CH*
CFP V: Estate Planning	*16 CH*

ClienTell

The Qualified Plan Pension Primer	*15 CH*

All American Life Insurance Company

Retirement Planning	*2 CH*
Federal Estate and Gift Taxation	*2 CH*

COURSE REVIEW SUMMARIES

The following courses have been reviewed by the continuing education program staff and are presented for Advisory Council action.

The sponsoring organizations have indicated appropriate attendance verification, instructor certification, student record maintenance, fee policies and examination administration.

Included at the end of most summaries is notation of a suggested credit hour assignment based on the materials submitted by the sponsoring organization for review. After review and recommendation by the advisory council, final determination of course approval and credit hour assignment shall be made by the commissioner.

Hartford Life Insurance Company

Welfare Benefit Plan

This course addresses product knowledge of life insurance. The course is 2 hours of classroom instruction designed to provide specific information on the Hartford Severance Trust Executive Program, pre-funded severance plans, voluntary employee beneficiary associations (VEBA), multiple employer trusts (MET) and back door provisions of employer participant terminations. No offerings are scheduled pending course approval. *2 CH*

Montana Insurance Education Foundation

The following course is part of a National Association of Insurance Women (International) course previously summarized and recommended for approval.

Underwriting for Non-underwriters-Personal & Commercial Insurance *3 CH*

Dearborn Financial Publishing

Variable Annuities - A Case Study

This course addresses product knowledge of annuities. The course is 4 hours of self-study correspondence text designed to provide general information on annuities as an appropriate investment, tax deferral, client needs and suitability. This is an on-going offering.

4 CH

The National Alliance

The following courses are part of the National Alliance CIC and CISR certification programs.

1999 Agency Management Institute	*19 CH*
1999 Commercial Casualty Institute	*19 CH*
1999 Commercial Property Institute	*19 CH*
1999 Life & Health Institute	*19 CH*
1999 Personal Lines Institute	*19 CH*

Nancy Nicholson

The following individual submission courses are part of the College for Financial Planners CFP certification program.

IRA & TSA Plan Distributions - College for Financial Planning	*1.5 CH*
Planning for Incapacity - College for Financial Planning	*1.5 CH*
Long Term Care in Post-retirement Planning - College for Financial Planning	*1.5 CH*
Long Term Illness & Medicaid Planning Update - College for Financial Planning	*1.5 CH*

Rural Community Insurance Agency Inc.

1999 Spring MPCI Training Meeting

This course addresses product knowledge of property and casualty insurance. The course is 8 hours of classroom instruction, including 5 hours of insurance continuing education, designed to provide specific information on changes to the federal multi-peril crop insurance program, underwriting, limited resource waivers and CRC wheat prices. The course is scheduled February 16, 1999. *5 CH*

Dearborn Financial Publishing, Inc.

The following computer-based courses were previously summarized and recommended for approval as text correspondence courses.

Variable Annuities	*4 CH*
Qualified Retirement Plans I	*13 CH*
Qualified Retirement Plans II	*8 CH*

ClienTell, Inc

Life, Death & Taxes

This course addresses product knowledge of life insurance. The course is 3 hours of classroom instruction designed to provide general information on variable universal life insurance, paying for life insurance, and the mechanics of variable universal life. No offerings are scheduled pending course approval. *3 CH*

The National Alliance for Insurance Education and Research

The following courses are part of the National Alliance Certified Insurance Counselor certification program.

Ruble Health Care Entities	*19 CH*
Ruble Oil & Gas Seminar	*19 CH*

M Financial Group

1999 M Financial National Advisors Conference

This course addresses product knowledge of life insurance. The course is 10 hours of classroom instruction designed to provide specific information on variable life insurance in estate plans, private placement life insurance, non-qualified benefit programs, charitable and estate planning, family limited partnerships and going public. The course is scheduled January 27, 1999. *10 CH*

Dearborn Financial Institute, Inc

Business Ethics

This course addresses ethics. The course is 4 hours of classroom instruction designed to provide general information on disclosure, areas of common transgressions, integrity, mores and values. No offerings are scheduled pending course approval. *4 CH*

Estate Planning for Insurance & Securities Professionals

This course addresses product knowledge of life insurance. The course is 4 hours of classroom instruction, including 3 hours of insurance continuing education, designed to provide general information on estate planning goals, asset inventory, will and intestacy, probate, trusts, and life insurance in estate plans. No offerings are scheduled pending course approval. *3 CH*

Long Term Care Basics

This course addresses product knowledge of health insurance. The course is 4 hours of classroom instruction designed to provide specific information on long term care insurance, Medicare Parts A & B, Medigap policies, policy provisions, benefits, exclusions and limitations. No offerings are scheduled pending course approval. *4 CH*

Realistic Retirement Planning for Clients of All Ages

This course addresses product knowledge of life insurance and annuities. The course is 4 hours of classroom instruction designed to provide general information on retirement income, fund sources, non-qualified retirement savings and life insurance. No offerings are scheduled pending course approval. *4 CH*

Tax Advantaged Investments: A Survey for Insurance Agents

This course addresses product knowledge of life insurance and annuities. The course is 4 hours of classroom instruction , including 1 hour of insurance continuing education, designed to provide general information on life insurance, annuities, municipal bonds, bond funds, government bonds, IRAs and direct participation funds. No offerings are scheduled pending course approval. *1 CH*

Life Sales

All About Equity Indexed Annuities I

This course addresses product knowledge of annuities. The course is 3 hours of classroom instruction, including 2 hours of insurance continuing education, designed to provide general information on annuity contracts, types of annuities, indexing, and hedging. No offerings are scheduled pending course approval. *2 CH*

Jackson National Life Insurance

Charitable Perspectives

This course addresses product knowledge of life insurance and annuities. The course is 1 hour of classroom instruction designed to provide general information on charitable remainder trusts, annuity and uni-trusts, and irrevocable life insurance trusts. No offerings are scheduled pending course approval. *1 CH*

Insurance Business Consultants, Inc on behalf of AAMGA University

Fraud's Impact on Insurance

This course addresses ethics. The course is 4 hours of classroom instruction designed to provide specific information on types of fraud, sources of fraud, employee fraud, anti-fraud legislation, civil versus criminal actions and the response of the insurance industry. No offerings are scheduled pending course approval. *4 CH*

National Association of Life Underwriters

The following course was previously summarized and recommended for approval for the Life Underwriter Training Council.

Understanding Medical Terms *2 CH*

Insurance Company of the West

Underwriting Trends in the Surety Industry

This course addresses product knowledge of surety bonds. The course is 9 hours of classroom instruction designed to provide specific information on construction bidding, underwriting credit history, professional liability exposures, claims handling and business continuation planning. The course is scheduled March 18, 1999. *9 CH*

Fortis

Planning for a Strong Retirement 1198

This course addresses product knowledge of life insurance and annuities. The course is 2 hours of classroom instruction designed to provide general information on funding retirement, Social Security, life insurance, pensions, taxation, IRAs and rollovers, and other retirement funds. No offerings are scheduled pending course approval. *2 CH*

Dearborn Financial Publishing

Qualified Retirement Plans II

This course addresses product knowledge of annuities. The course is 8 hours of self-study correspondence text designed to provide general information on qualified plans, plan operation, fiduciary rules, distributions, plan funding and investment and plan design. This is an on-going offering. *8 CH*

LifeUSA Marketing, Inc.

Equity Indexed Annuities '98

This course addresses product knowledge of annuities. The course is 2½ hours of classroom instruction designed to provide specific information on fixed and variable annuities, and indexed annuities. No offerings are scheduled pending course approval.

2.5 CH

Fixed Index Annuities - Best of both Worlds

This course addresses product knowledge of annuities. The course is 2 hours of classroom instruction designed to provide specific information on fixed annuities, annuity benefits, and indexed annuities, hedging and interest rates. No offerings are scheduled pending course approval. *2 CH*

CPCU Society

The following course is part of the CPCU Society's chartered property casualty underwriter certification program.

E-commerce and the Future of Financial Services Industry *2 CH*

National Business Institute

Insurance Coverage Law in Montana

This course addresses property and casualty insurance. The course is 6 hours of classroom instruction designed to provide specific information on homeowner's policies, automobile liability policies, subrogation, general liability insurance, litigating coverage and unfairness claims. The course is scheduled March 25, 1999. *6 CH*

Society of Financial Service Professionals (frmly the American Society of CLU & ChFC)

The following course is part of the PACE certification program.

1999 February VTC - Buyout Plans & other Business Transfer Techniques *3 CH*

The National Alliance for Insurance Education & Research

The following course is part of the National Alliance CIC certification program.

1999 Ruble Advanced Coverage Seminar *19 CH*

The Variable Annuity Life Insurance Company (VALIC)

Retirement Plans for Individuals and Small Businesses

This course addresses product knowledge of annuities. The course is 4 hours of classroom instruction designed to provide specific information on employer sponsored tax deferred annuities, qualified plans, contribution limits and compliance issues. The course is scheduled February 5, 1999. *4 CH*

The following courses on this summary are submitted as renewal of courses reviewed and approved during 1996. Sponsoring organizations have certified that these courses will continue to be offered as originally submitted.

Pentera Group, Inc.

Target Ethics	*10 CH*
Business Insurance Perspectives	*17 CH*
A Total Needs Approach to Insurance Planning	*10 CH*
Retirement Planning Principles	*10 CH*
A Single Needs Approach to Insurance Planning	*7 CH*
Advanced Markets Manual & Orientation	*12 CH*
Annuities Training Course	*9 CH*
Disability Income Training Course	*10 CH*
Target Ethics	*10 CH*
Life Underwriting Foundations	*5 CH*

INSURANCE CONTINUING EDUCATION ADVISORY COUNCIL

AGENDA

November 19, 1998
Sam Mitchell Building-Room 270
Telephone Conference

Call to order	10:30
Presentation of course renewals and summaries	10:40
Public Comment	10:50
Discussion of course renewals and summaries	11:10
Council direction to staff	11:20
Administrative Details	11:30

Next Meetings

December 10, 1998 - 10:30 a.m., Advisory Council Meeting, Telephone Conference

Adjourn	11:30

November 19, 1998

Insurance Continuing Education Advisory Council

Conference Call Minutes

November 19, 1998

The following are summary minutes of the Insurance Continuing Education Advisory Council.

The teleconference meeting of the Insurance Continuing Education Advisory Council was called to order in the conference room, State Auditor's Office, Sam Mitchell Building, at 10:30 a.m.

Members Present - via phone

Mark Nelson, Insurance Department Non-Voting Member
Julia McDade, Public Member
Robin Boon, Independent Insurance Agents of Montana Member
Tony Leenknecht, Montana Association of Life Underwriters Member

Staff Present

Mary Arnold, Continuing Education Program
Pam Pickett Recording Secretary
Cheryl Donovan, Continuing Education Proram

A list of others present is attached as Exhibit 1.

Presentation of Course Renewals and Summaries

Arnold presented course renewals and summaries. Documents were received by all members of the council. There was a question on Fax 1, as to why the course is for 30 credits. Arnold said the Administrative Rules mandates specific number of credit hours assigned to University classes. Another question asked is why so many courses with the same names. Arnold advised one is a real basic course, and the other is intense.

Public Comment

None.

Discussion of Course Renewals Summaries

Boon moved to accept course review summaries as presented and recommended course approval to the commissioner. McDade seconded the motion, carried unanimously.

Council Direction to Staff

Leenknecht asked if courses submitted on the internet will be approved, all agreed that that needs to be looked into. Monitoring could be a problem, ability to cheat the system may not be able to be eliminated. Administrative may need to be amended.

Administrative Details

Due to session, we need to schedule meetings ahead of time to secure phone lines.

Next meetings are:

December 10

Boon made a motion to adjourn. McDade seconded the motion, carried unanimously.

COURSE REVIEW SUMMARIES

The following courses have been reviewed by the continuing education program staff and are presented for Advisory Council action.

The sponsoring organizations have indicated appropriate attendance verification, instructor certification, student record maintenance, fee policies and examination administration.

Included at the end of most summaries is notation of a suggested credit hour assignment based on the materials submitted by the sponsoring organization for review. After review and recommendation by the advisory council, final determination of course approval and credit hour assignment shall be made by the commissioner.

All courses on this summary are submitted as renewal of courses reviewed and approved during 1996. Sponsoring organizations have certified that these courses will continue to be offered as originally submitted.

Health Insurance Association of America

Long Term Care: Knowing the Risk, Paying the Price — *15 CH*

Insurance Business Consultants, Inc on behalf of AAMGA University

Garage Risks Seminar — *10 CH*
E&O from a Wholesale Insurance Agency Owner's Perspective — *4 CH*

Pictorial, Inc

Equity-Indexed Annuities — *6 CH*

Montana Tech-University of Montana

Business 211-Investments — *30 CH*

SAFECO Education Center

Commercial Insurance Update	*18 CH*
Commercial Lines School	*20 CH*
Personal Lines School	*20 CH*
Commercial General Liability	*10 CH*
Commercial Inland Marine	*12 CH*
Commercial Property Basics	*9 CH*
Commercial Property: Related Forms	*11 CH*
Contract Bonds	*5 CH*
Crime & Employee Dishonesty	*10 CH*
Dwelling Fire Insurance	*5 CH*
Group Insurance Basics	*4 CH*
Homeowners Insurance	*10 CH*

United Insurance Educators Inc

Medicare & the Retiree	*12 CH*
Disability Insurance	*10 CH*
Insuring a Nation	*10 CH*
Insuring Principles	*5 CH*
Preparing for Retirement	*12 CH*
Money Growth	*7 CH*
P&C Principles	*8 CH*
Home & Auto	*10 CH*
Ethics	*10 CH*

ClienTell

Annuity History & Overview	*1.5 CH*
Bridging the Retirement Savings Gap	*1.5 CH*
Financial Planning with Qualified Plans	*2.5 CH*
Fixed Annuities - classroom	*2 CH*
Fixed Annuities - self study	*10 CH*
Introduction to Variable Annuities - classroom	*2 CH*
Introduction to Variable Annuities - self study	*10 CH*
Understanding Qualified Plans & Annuities	*2 CH*
Understanding Variable Annuities, Applications & Taxation - classroom	*1.5 CH*
Understanding Variable Annuities, Applications & Taxation - self study	*9 CH*

COURSE REVIEW SUMMARIES

The following courses have been reviewed by the continuing education program staff and are presented for Advisory Council action.

The sponsoring organizations have indicated appropriate attendance verification, instructor certification, student record maintenance, fee policies and examination administration.

Included at the end of most summaries is notation of a suggested credit hour assignment based on the materials submitted by the sponsoring organization for review. After review and recommendation by the advisory council, final determination of course approval and credit hour assignment shall be made by the commissioner.

Northwestern Mutual Life Insurance Company

1998 Annual Compliance Meeting

This course addresses ethics. The course is 2 hours of classroom instruction designed to provide specific information on ethical marketing practices. The course was held September 18, 1998.

2 CH

Prudential Insurance-New Jersey

Technical Aspects of Life Insurance in Retirement Plans

This course addresses product knowledge of life insurance. The course is 2 hours of classroom instruction designed to provide general information on life insurance in retirement plans, estate liquidity, tax leveraged planning vehicles. No offerings are scheduled pending course approval.

2 CH

Life Insurance and Executive Compensation

This course addresses product knowledge of life insurance. The course is 2 hours of classroom instruction designed to provide specific information on executive bonus plans, group term carve out, death benefit only plans, non-qualified deferred compensation and split dollar arrangements. No offerings are scheduled pending course approval.

2 CH

The "Family Bank" & other uses of Life Insurance in Estate Planning

This course addresses product knowledge of life insurance. The course is 2 hours of classroom instruction designed to provide specific information on estate taxation of life insurance, transfers of insurance policies, insurance policy tax traps , irrevocable life insurance trusts and generation skipping transfer tax exemption. No offerings are scheduled pending course approval. *2 CH*

The Five Levels of Estate Planning

This course addresses product knowledge of life insurance. The course is 2 hours of classroom instruction designed to provide general information on irrevocable life insurance trusts, GRITs, GRATs and charitable lead annuity trusts. No offerings are scheduled pending course approval. *2 CH*

Farmers Alliance Insurance Company Inc.

MPCI Fall Update Meeting

This course addresses product knowledge of property and casualty insurance. The course is 7 hours of classroom instruction, including 5 hours of insurance continuing education, designed to provide specific information on crop policy provisions, special provisions and crop policy updates. The course is scheduled December 1, 1998. *5 CH*

Dearborn Financial Publishing, Inc.

Managed Care

This course addresses product knowledge of health insurance. The course is 10 hours of self-study correspondence designed to provide general information on preferred provider organizations, health maintenance organizations, point-of-service plans, provider sponsored plans, and managed indemnity. This is an on-going offering. *10 CH*

Jackson National Life Insurance

Variable Annuity Myths

This course addresses product knowledge of annuities. The course is 1 hour of classroom instruction, including ½ hour of insurance continuing education, designed to provide general information on variable annuities, value versus cost, sales features, and taxation of variable annuities. No offerings are scheduled pending course approval. *.5 CH*

Redland Insurance Company/Property & Casualty

Farm Marketing & Underwriting Seminar

This course addresses product knowledge of property insurance. The course is 3 hours of classroom instruction, including 1½ hours of insurance continuing education, designed to provide general information on prospecting, binding, underwriting, risk analysis and selection, and risk evaluation. The course was held September 28, 1998. *1.5 CH*

Assurex International

1998 Fall Education Conference

This course addresses marketing. The course is 4½ hours of classroom instruction, including 2½ hours of insurance continuing education, designed to provide general information on Year 2000 computer problem impacts and motivation and prospecting. The course was held October 26, 1998. *2.5 CH*

ClienTell Inc

It's A Matter of Life and Death - Variable Universal Life

This course addresses product knowledge of life insurance. The course is 1 hour of classroom instruction designed to provide general information on term, whole variable and universal life insurance, variable universal life insurance and funding levels in variable universal life. No offerings are scheduled pending course approval. *1 CH*

Estate Planning: Strategies Using Life Insurance

This course addresses product knowledge of life insurance. The course is 4 hours of classroom instruction designed to provide specific information on life insurance, modified endowment contracts, second-to-die single versus survivorship life, life insurance applications in estate plans and qualified retirement plans. No offerings are scheduled pending course approval. *4 CH*

Mt West Farm Bureau

1998 Mt Professional Staff Development

This course addresses product knowledge of property and casualty insurance. The course is 10 hours of classroom instruction, including 3 hours of insurance continuing education, designed to provide general information on the Montana office and data processing activities, customer service, Mountain West homeowners, automobile, city squire, country home and country squire policies. The course was held October 15, 1998. *3 CH*

D. A. Davidson Co.

DADCO Annual Meeting 1998

This course addresses marketing and management. The course is 5½ hours of classroom instruction designed to provide specific information on risk diversification, retirement plans, fee-based business (consulting), industry regulation and estate planning. The course was held October 31, 1998. *5.5 CH*

Dearborn Financial Publishing

Designing Financial Strategies

This course addresses product knowledge of insurance. The course is 23 hours of self-study correspondence, including 5 hours of insurance continuing education, designed to provide investment risk, risk management, property, liability, health, disability and life insurance and tax reduction strategies. This is an on-going offering. *5 CH*

Bureau of Business and Economic Research

Montana Economic Outlook Seminar

This course addresses marketing and management. The course is 4 hours of classroom instruction, including 2 hours of insurance continuing education, designed to provide general information on work and pay in Montana, state and local outlook, health care and other services, manufacturing and agriculture. The course is scheduled January 26, 1998.

2 CH

State Farm Insurance

The following courses were previously reviewed and recommended for approval by the Advisory Council. The course approvals expired August 1998 or expire in early 1999.

SFSL-Permanent Insurance	*1 CH*
SFSL-Term Insurance	*.5 CH*
SFSL-Annuities	*.5 CH*
SFSL-Universal Life	*.5 CH*

Insurance Business Consultants, Inc on behalf of AAMGA University

Commercial Property Exposures

This course addresses product knowledge of property insurance. The course is 12 hours of classroom instruction designed to provide general information on commercial property forms, coverages, cause of loss, exclusions, endorsements, and time element coverages. The course is scheduled May 2, 1999. *12 CH*

Duty to Defend

This course addresses product knowledge of liability insurance. The course is 4 hours of classroom instruction designed to provide general information on liability policies, duty to defend, insurer's obligation, punitive damages, and compensatory damages. No offerings are scheduled pending course approval. *4 CH*

Changing Insurance Regulations and Their Effect on the Wholesale Insurance Agency

This course addresses management. The course is 4 hours of classroom instruction designed to provide specific information on markets represented by managing general agents, solvency, regulation of alternative markets, and the wholesale industry. No offerings are scheduled pending course approval. *4 CH*

Personal Lines Seminar

This course addresses product knowledge of property and casualty insurance. The course is 12 hours of classroom instruction designed to provide general information on personal residential, homeowner, property, personal auto and liability coverages, forms, exposures, umbrella coverages, and special policies. The course is scheduled February 7, 1999.

12 CH

Life Underwriters Training Council (LUTC)

The following courses are part of the Life Underwriters Training Council LUTC fellow certification program.

LUTC 201-Exploring Personal Markets *12 CH*
LUTC 202-Meeting Client Needs *15 CH*
LUTC 211-Disability Income *10 CH*
LUTC 222-Multiline Skills Course *10 CH*
LUTC 232-Professional Growth *10 CH*
LUTC 301-Business Continuity *12 CH*
LUTC 302-Employee Benefits *15 CH*
LUTC 311-Retirement Planning *15 CH*
LUTC 401-Advanced Estate Planning
LUTC 402-Advanced Business Planning *10 CH*

SAFECO Education Center

The Ethical Agent

This course addresses ethics. The course is 3 hours of self-study correspondence text designed to provide specific information on ethical insurance behaviors, and legal and ethical issues. This is an on-going offering. *3 CH*

Dearborn Financial Publishing, Inc

The following course was previously reviewed and recommended for approval by the Advisory Council. Approval for the 10th edition expires December 12, 1998. It is being replaced by the 11th edition which shows no substantive changes.

Introduction to Life Underwriting, 11th Edition *10 CH*

Senior Needs Planning

This course addresses marketing capability. The course is 5 hours of self-study correspondence text designed to provide general information on post retirement planning, retirement assets, and market conduct and ethics in the senior market. This is an on-going offering. *5 CH*

Stewart Title Guaranty

Montana Title Seminar (Title Agenda)

This course addresses product knowledge of title insurance. The course is 10 hours of classroom instruction designed to provide specific information on title authority, zoning and non-conformation issues, insuring mobile & manufactured home titles, trusts, certificates of survey, tax deeds, water right of way and joint tenancy. The course was held November 9, 1998. *10 CH*

The following course was previously summarized, reviewed and recommended for approval by the Advisory Council.

1997 Legislative Changes to Montana Property and Casualty Insurance Statutes *1 CH*

Montana Title Seminar (Escrow Agenda)

This course addresses product knowledge of title insurance. The course is 11 hours of classroom instruction designed to provide specific information on notary authority, 1099-S at closing, escrow account fraud, homestead laws at closing, lien affidavits, subordination agreements, child support judgements, and closing questions. The course was held November 9, 1998. *11 CH*

Transamerica Occidental Life Insurance Company

The following course was previously summarized, reviewed and recommended for approval by the Advisory Council. This is a CD-ROM version of the previous classroom submission.

New Tricks to Split Dollar *1 CH*

ClienTell Inc

Contract Structure and Taxation of Annuities

This course addresses product knowledge of annuities. The course is 2 hours of classroom instruction designed to provide general information on parties to and beneficiaries of an annuity contract, contract structure, and taxation. No offerings are scheduled pending course approval. *2 CH*

First American Title Insurance Company

1998 Annual Title

This course addresses product knowledge of title insurance. The course is 10½ hours of classroom instruction designed to provide specific information on title claims, searching errors, underwriting changes, bankruptcy and real property, and easements on surveys. The course was held September 17, 1998. *10.5 CH*

Bankers Life and Casualty Company

The following Pictorial course was previously summarized, reviewed and recommended for approval by the Advisory Council.

Ethical Practices *10 CH*

State Farm Insurance Company

Servicing Auto Claims-Advanced

This course addresses property insurance. The course is 3 hours of classroom instruction, including ½ hour of insurance continuing education, designed to provide general information on loss reporting, coverage questions, "Estimatics", total losses, disputed liability, subrogation, and unfair claim practices act. No offerings are scheduled pending course approval.

.5 CH

National Association of Life Underwriters

The following courses are part of the Life Underwriters Training Council LUTC fellow certification program.

A Guide to Indexed Annuities	*2 CH*
Legal and Ethical Business Practices	*3 CH*
Long Term Care-The Economics of Aging	*4 CH*
MSAs & IRAs (Medical Savings Accounts and Individual Retirement Accounts)	*2 CH*
Social Security: Incorporating Benefits In Planning	*2 CH*

Montana Insurance Education Foundation

New Yardsticks E & O Loss Prevention Seminar

This course addresses ethics and management. The course is 6 hours of classroom instruction designed to provide specific information on risk management, errors and omissions, sources of risk, misrepresentation, inadequate coverage, claim frequency, binders, and certificates of insurance. The course was held November 17, 1998. *6 CH*

American Family Life Assurance Company

Building Your Business With Flex (Section 125)

This course addresses marketing. The course is 8 hours of classroom instruction, including ½ hour of insurance continuing education, designed to provide general information on medical savings accounts and specific information on prospecting and sales. The course was held November 18, 1998. *.5 CH*

Society of Financial Service Professionals (formerly American Society of CLU & ChFC)

The following course is part of the Society of Financial Service Professionals CLU and ChFC certification programs.

1999 CLU Institute *24 CH*

Pictorial Inc

Claim Investigation

This course addresses management. The course is 7 hours of self-study correspondence text designed to provide specific information on claim investigation, evidence, legal liability, and auto liability claims. This is an on-going offering. *7 CH*

Dearborn Financial Publishing Inc

The following course was previously summarized, reviewed and recommended for approval by the Advisory Council. Course approval expired December 12, 1996.

Business Insurance/FIC Graduate II *16 CH*

Aid Association for Lutherans

Minimum Required Distribution

This course addresses product knowledge of annuities. The course is 3 hours of classroom instruction, including 1 hour of insurance continuing education, designed to provide basic information on annuity payout, including individual retirement annuities and Aid Association for Lutherans rollover options. The course was held November 5, 1998. *1 CH*

Federal Insurance Company

Global Transportation Seminar

This course addresses product knowledge of property and casualty insurance. The course is 2 hours of classroom instruction designed to provide general information on insurance coverage for ocean-going shipments, endorsements, and premium reporting. No offerings are scheduled pending course approval. *2 CH*

The following summaries are for renewals of courses previously reviewed by the Advisory Council and recommended for approval. Please note the name of the sponsoring organization is being revised at this time.

EXAMCO, Inc. (formerly Merritt Publishing)

Advanced Personal Lines	*10 CH*
Business Insurance	*10 CH*
Annuities	*10 CH*
Commercial Auto Coverage	*10 CH*
Commercial Auto Rating	*10 CH*
Commercial Inland Marine	*10 CH*
Commercial Property Coverage	*10 CH*
Commercial Property Rating	*10 CH*
Disability Income Insurance	*10 CH*
Dwelling & Homeowners Insurance	*15 CH*
Employee Benefit Planning	*10 CH*
Estate Planning	*10 CH*
Ethics	*12 CH*
Group Insurance & Hospitalization	*10 CH*
Individual Health Insurance	*10 CH*
Life Policy Comparisons & Underwritings	*10 CH*
Long Term Care	*10 CH*
Market Conduct	*5 CH*
Medicare Supplement Insurance	*10 CH*
Pension & Profit Sharing	*10 CH*
Personal Automobile Insurance	*10 CH*
Social Security & Medicare	*5 CH*
Understanding Living Trusts	*10 CH*
Variable Contracts	*10 CH*
Workers Compensation	*10 CH*

The American College

Retirement Planning for Pre-Retirees	*4 CH*

COURSE REVIEW SUMMARIES

The following courses have been reviewed by the continuing education program staff and are presented for Advisory Council action.

The sponsoring organizations have indicated appropriate attendance verification, instructor certification, student record maintenance, fee policies and examination administration.

Included at the end of most summaries is notation of a suggested credit hour assignment based on the materials submitted by the sponsoring organization for review. After review and recommendation by the advisory council, final determination of course approval and credit hour assignment shall be made by the commissioner.

Mountain West Farm Bureau

Business Succession Planning

This course addresses product knowledge of life insurance. The course is 2½ hours of classroom instruction designed to provide generasl information on planning for transfer of family farms and ranches, generation skipping, irrevocable life insurance trusts, and options to buy. The course was held November 10, 1998. *2.5 CH*

ABC Self Study Inc

Home, Auto, Personal Property, & Umbrella

This course addresses product knowledge of property and casualty insurance. The course is 161 pages of self-study correspondence text designed to provide general information on homeowners, liability, and auto policies, endorsements, discounts, cancellations, umbrella coverage, restrictions and exclusions. This is an on-going offering. *8 CH*

Government & Health Plans

This course addresses product knowledge of health and disability insurance. The course is 156 pages of self-study correspondence text designed to provide general information on Medicare, COBRA coverage, cafeteria plans, long term care and disability income insurance. This is an on-going offering. *8 CH*

Buy/Sell Plans

This course addresses product knowledge of life insurance. The course is 63 pages of self-study correspondence text designed to provide general information on business continuation plans, agreements, buy-sell, and tax treatment of plans. This is an on-going offering.

3.5 CH

Pictorial Inc

Financial Planning with Annuities

This course addresses product knowledge of annuities. The course is 10 hours of self-study correspondence text designed to provide specific information on annuities, annuitization, contract structure and implementation. This is an on-going offering. *10 CH*

Professional Insurance Agents of Montana (PIA)

The following courses are part of the CPSR certification program.

Risk Management for the New Millennium	*3 CH*
AAIS Homeowner Coverage	*4 CH*
AAIS Farmowner Coverage	*4 CH*

The American College

The following course is part of the American College CLU and ChFC certification programs.

Techniques of Estate Planning *4 CH*

Life Instructors, Inc

Variable Products

This course addresses product knowledge of variable annuities. The course is 4 hours of CD-ROM based instruction designed to provide general information on life insurance, variable products, replacements, and determining appropriateness. This is an on-going offering.

4 CH

IGF Insurance Company

1999 Spring Agent Training

This course addresses product knowledge of property and casualty insurance. The course is 6 hours of classroom instruction, including 4 hours of insurance continuing education designed to provide specific information on changes in the federal crop insurance program, general underwriting, non-standard classification, crop provisions and risk management. The course is scheduled January 19, 1999. *4 CH*

Transamerica Occidental Life Insurance Company

Tax Planning for Wealth Accumulation Assets

This course addresses product knowledge of life insurance and annuities. The course is 1 hour of classroom instruction designed to provide general information on retirement annuities, tax deferred annuity contracts, and replacing annuities with life insurance. The course is scheduled January 15, 1999. *1 CH*

Life Underwriter Training Council (LUTC)

The Forum 1999 Annual Meeting

This course addresses product knowledge of life insurance and annuities. The course is 16 hours of classroom instruction designed to provide specific information on charitable split dollar plans, estate transfers, estate planning, insurance planning practice, private split dollar and the geriatric market. The course is scheduled January 10, 1999. *16 CH*

Insurance Continuing Education Advisory Council

Conference Call Minutes

September 24, 1998

The following are summary minutes of the Insurance Continuing Education Advisory Council.

The teleconference meeting of the Insurance Continuing Education Advisory Council was called to order in the Vista Building, 1701 Prospect Ave., Bollinger Conference Room, Montana Public Service Commission, at 2:00 p.m.

Members Present

Mark Nelson, Insurance Department Non-Voting Member
Julie McDade, Public Member
John Bebee, Unaffiliated Insurance Agent Member
Tony Leenknecht, Montana Association of Life Underwriters Member

Via phone

Robin Boon, Independent Insurance Agents of Montana Member

Staff Present

Mary Arnold, Continuing Education Program
Pam Pickett Recording Secretary
Jake Troyer, Licensing Technician

A list of others present is attached as Exhibit 1.

Review and Approval of minutes

McDade made the motion to approve the minutes from January 23, 1997 through December 18, 1997, Beebe seconded the motion. The motion carried unanimously.

Proposed Fee Legislation

Brief overview by Frank Cote´

-vast amount of checks received

-point is to make fee paying easier more efficient

-change from multiple fees to flat fee

-explained proposed fee schedule; refer to July 17, 1998 memo from Russ Ehman.

Cote´ favored option A on the fee schedule. Boone asked if professional independent agents and independent agents had been shown this idea? Cote´ said professional independent agents haven't been shown, but Roger McGlen had see this and seemed to like it. Beebe voiced a concern about cost of legislation. Cote´ advised appropriation is $1.9 million not $2.5 million, the first year is revenue neutral. Boone asked why the insurance department funds the general fund. Cote´answered it's a long story, but a brief history is Legislators set fees; the auditors collect fees. Arnold asked if the proposal reduce workload? Cote´ answered that in theory two people handle checks in exams. No one else handles checks. More work gets done, less computer breakdowns.

Presentation of Course Renewals and Summaries

Arnold went over materials for this meeting. McDade had a question regarding Farmers Group Auto credit hours, Arnold said it should be 2 instead of 3 hours. McDade and Leenknecht had a question on Addendum number 1, page 3, computer course. Arnold advised the course is not about computers but companies should be thinking about Y2K problem, more risk management, internal risk management. Arnold brought forward a request for credit hour reconsideration on two sets of materials. 1) Safeco - Indirect Loss Exposure; 2)CIGNA - Estate Planning, explained process, there are three options; raise credit hours, lower credit hours or maintain credit hours. Boone suggested keeping original credit hours. Arnold said each company gave more informantion the next time around. Very indepth coverage of information by companies. Beebe asked if courses would have gotten full credits originally if all information had been provided. Arnold said courses would have gotten the credit hours they asked for. Beebe made motion to give Safeco 6 credit hours, Boone seconded the motion.

Motion carried. Beebe made motion to give CIGNA full credit hours, Leenknecht seconded the motion. Motion carried.

Old Business

Mr. Tanner will address the council regarding the Hand in Glove Course and the fact that he would like it approved for 5 credits. He would like this expideted because it was originally submitted in June and feels that he hasn't received fair treatment in the review process of his course submission. Arnold advised that more material has been received on this course that will bring it up to the 5 credit hours Mr. Tanner is requesting.

Public Comment

None.

Discussion of Course Renewals Summaries

Beebe moved to accept course review summaries as presented and recommended course approval to the commissioner. Leenknecht seconded the motion; the motion carried unanimously.

Council Direction to Staff

None.

Administrative Details

Next meetings

October 22, 1998 - 10:30 a.m. Advisory Council, Telephone Conf.

November 19, 1998 - 10:30 a.m. Advisory Council Meeting, Telephone Conf.

Bebee has a meeting he attends once a month, will check the date of those meetings and get back to Arnold

Adjournment

Boone made a motion to adjourn. McDade Seconded the motion, carried unanimously.

Insurance Continuing Education Advisory Council

Conference Call Minutes

September 13, 1998

The following are summary minutes of the Insurance Continuing Education Advisory Council.

The teleconference meeting of the Insurance Continuing Education Advisory Council was called to order in the conference room, State Auditor's Office, Sam Mitchell Building, at 10:30 a.m.

Members Present - via phone

Mark Nelson, Insurance Department Non-Voting Member
Julie McDade, Public Member
Bill Bolt, Professional Insurance Agents of Montana Member
John Bebee, Unaffiliated Insurance Agent Member
Robin Boon, Independent Insurance Agents of Montana Member
Tony Leenknecht, Montana Association of Life Underwriters Member

Staff Present

Mary Arnold, Continuing Education Program
Pam Forsman, Recording Secretary

A list of others present is attached as Exhibit 1.

Requests for reconsideration

Producers Financial Group - letter to provider regarding council action

Presentation of Course Renewals and Summaries

Arnold presented course renewals and summaries.

Public Comment

None.

Discussion of Course Renewals Summaries

Bolt moved to accept course review summaries as presented and recommended course approval to the commissioner. Bebee seconded the motion. Motion carried unanimously.

Council Direction to Staff

None.

Administrative Details

Rule going to see notice the end of September. The current rules stay in effect until the end of December. New rules will be in effect January 1, 2000.

Next meetings are:

October 20
November 17, possibility

Boone Made a motion to adjourn. McDade seconded the motion, carried unanimously.

Insurance Continuing Education Advisory Council

Conference Call Minutes

August 6,1998

The following are summary minutes of the Insurance Continuing Education Advisory Council.

The teleconference meeting of the Insurance Continuing Education Advisory Council was called to order in the conference room, State Auditor's Office, Sam Mitchell Building, August 6, 1998, at 10:30 a.m.

Members Present - via phone

Mark Nelson, Insurance Department Non-Voting Member
Julie McDade, Public Member
Bill Bolt, Professional Insurance Agents of Montana Member
Robin Boon, Independent Insurance Agents of Montana Member
Tony Leenknecht, Montana Association of Life Underwriters Member

Staff Present

Mary Arnold, Continuing Education Program
Pam Pickett Recording Secretary
Jake Troyer Licensing Tech

A list of others present is attached as Exhibit 1.

Presentation of Course Renewals and Summaries

The courses were presented and Boone had a question on Fax #3, page 2 regarding, Insurance Business Consultants on behalf of AAMG University, Using programs to meet insurance need, the section on MGA program Development. She wanted to know how it counts towards their mission statement, and if Arnold gave that consideration when the credits were acquired. Nelson said his guess on how they develope their

programs goes not so much to even product knowledge as it does maybe to management. Boone addressed ARnold with the question and asked if they were deducted because she was wondering if part of that would've been solicitation in how they develope their program. Arnold said that's exactly what it was. Arnold continued with the presentation of courses to the board. Boone asked if there would still be a quorum if she abstained on one vote as well, Nelson answered yes. Boone advised that the Western States Insurance, the loss prevention seminar, Fax 3 page 12, with a recommendation that it be approved for 3 hrs instead of 4. Boone attended it and felt that 3 hrs was more appropriate.

Public Comment

There was none.

Discussion of Course Renewals Summaries

Leenknecht moved to accept course review summaries as presented and recommended course approval to the commissioner. Boone seconded and the motion carried unanimously with the one change to the Western States Course.

Council Direction to Staff

Bolt received a call from F. LeRoy Tanner; apparently there is a company called Tanner & Assoc. LeRoy wants to provide credit life products through auto dealers around the state of Montana. He called Bolt because he was frustrated, he felt that over the last 3 years as he has submitted courses that he had to jump through some hoops. The points that Mr. Tanner raised are 1) a number of years ago he had submitted a Law course, and he was told that before he was given approval to teach the law course that he was made to come to Helena and to present his entire course to Arnold. He felt that was a little awkward and odd that he would have to do that. 2) he had submitted a course for approval and after a few months he wrote a letter to O'Keefe because he hadn't heard what had happened to that course. 3) Recently he submitted another course for approval which is called the Hand in Glove, and received a letter from Arnold after submission stating that there wasn't enough information and that he had to provide some more materials. His concern is that he is at logger heads

with Arnold and that is the cause of some prior things occurring that now he has to do a little more than other course providers. The final concern of Mr. Tanners was that he helped someone obtain a pictorial course. He bought the material for $25 and turned and sold it for $35, and when it came to the attention of the Departments that Mr. Tanner did not have a marketing agreement with pictoral, now that has become an issue. One of Bolt's concerns was that the last letter said that the council had thoroughly reviewed the course material, and he has no recollection of the course at all. He simply asked that we look and determine whether or not he has a personality conflict going on or if it is something else. Nelson said that with the law course, we have sections every time the law course is put together, and numerous people are invited, including Mr. Tanner, to come and sit down and go through the law course with Cote' and Nelson. The people that attend it are allowed to go out and teach the course. Other people can be qualified to teach the course by going through it at another time with Arnold, Nelson or Cote. If they are using our materials, the department wants to have some control over what's being said. When someone wants to teach their own law course, they are also required to come and sit down with the Department to present their couse. Nelson reviewed the Hand in Glove course, thinking that maybe Tanner felt Arnold was picking on him. Mr. Tanner wants 5 hours but Nelson recommended an hour to hour and a half. Nelson asked him to substantiate the 5 hours. Nelson's concern is that Tanner is looking at the statute that says that credit life folks need to take only 5 hours a year, and it can be in law, ethics or credit life and health. The pictoral situation happened to another provider a few years back, after having one of our attorneys look into it, and was advised that the legal opinion is we can't support someone using a course providers material unless they had an agreement with that sponsoring organization or the publisher. Tanner made $10 on the transaction, and his name was on it as the sponsoring organization on the scores portion.

Administrative Details

Next meeting is a face to face meeting 9/24 in Helena. Bill can't make it but will try to be by a phone to join in via teleconference.

Next meetings are :

9/24/98
10/22/98 at 10:30 a.m.

Bolt made a motion to adjourn. Leenknecht seconded the motion, carried unanimously.

INSURANCE CONTINUING EDUCATION ADVISORY COUNCIL

AGENDA

July 16, 1998
Sam Mitchell Building-Room 270
Telephone Conference

*****REVISED*****

Call to order	10:30
Presentation of course renewals and summaries	10:40
Public Comment	10:50
Discussion of course renewals and summaries	11:10
Council direction to staff	11:20
Administrative Details	11:30

Requests for Reconsideration of Credit Hour Assignment

SAFECO Education Center -Indirect Loss Exposure
CIGNA/Connecticut General Life - Estate Planning (Basic)

Next Meetings

August 6, 1998 - 10:30 a.m., Advisory Council Meeting, Telephone Conference

September 24, 1998 - 1:30 p.m., Advisory Council Meeting, Helena

Adjourn 11:30

July 15, 1998

Insurance Continuing Education Advisory Council

Conference Call Minutes

July 16, 1998

The following are summary minutes of the Insurance Continuing Education Advisory Council.

The teleconference meeting of the Insurance Continuing Education Advisory Council was called to order in the conference room, State Auditor's Office, Sam Mitchell Building, July 16, 1998, at 10:30 a.m.

Members Present - via phone

Mark Nelson, Insurance Department Non-Voting Member
Bill Bolt, Professional Insurance Agents of Montana Member
John Bebee, Unaffiliated Insurance Agent Member
Robin Boon, Independent Insurance Agents of Montana Member
Tony Leenknecht, Montana Association of Life Underwriters Member

Staff Present

Mary Arnold, Continuing Education Program
Nita Holman, Recording Secretary
Jake Troyer, Licensing Tech
Becca Holman, Licensing Tech

A list of others present is attached as Exhibit 1.

Presentation of Course Renewals and Summaries

Arnold made a presentation of course renewals and summaries to the board.

Public Comment

There was no public comment.

Discussion of Course Renewals Summaries

Leenknecht moved to accept course review renewals and summaries as presented and recommended course approval to the commissioner. Bolt seconded the motion and it carried unanimously.

Council Direction to Staff

There was none.

Administrative Details

Arnold told of requests for reconsideration of credit hour assignment for SAFECO Education Center - Indirect Loss Exposure and CIGNA/Connecticut General Life - Estate Planing (Basic). This will have to be done at a formal meeting, tentatively set for September 24, 1998, at 1:30 p.m.

Next meeting dates are August 6, 1998, 10:30 a.m., telephone conference and September 24, 1998, 1:30 p.m., actual meeting.

Boon made a motion to adjourn. Bolt seconded the motion, carried unanimously.

COURSE REVIEW SUMMARIES

The following courses have been reviewed by the continuing education program staff and are presented for Advisory Council action.

The sponsoring organizations have indicated appropriate attendance verification, instructor certification, student record maintenance, fee policies and examination administration.

Included at the end of most summaries is notation of a suggested credit hour assignment based on the materials submitted by the sponsoring organization for review. After review and recommendation by the advisory council, final determination of course approval and credit hour assignment shall be made by the commissioner.

All courses on this summary are submitted as renewal of courses reviewed and approved during 1996. Sponsoring organizations have certified that these courses will continue to be offered as originally submitted.

MGA Insurance Company, Inc.

Commercial Auto	*3 CH*
Auto Garage Seminar	*4.5 CH*
General Liability Seminar	*4.5 CH*

Pictorial, Inc.

The Car Policy:Personal Auto Coverage	*5 CH*
Prudential Homeowners Coverage	*6.5 CH*

United Insurance Educators, Inc.

Life Insurances	*13 CH*
Annuities-An Investment Tool	*7 CH*
The Living Estate	*10 CH*
Developing Group Insurance	*8 CH*

Wood Logan Associates, Inc.

Separation of Service Considerations	*.5 CH*
Why Shelter a Shelter?	*1 CH*
Maximizing Wealth Transfer	*1 CH*
Financial Planning with SPVL	*1 CH*
Single Premium Variable Life	*1 CH*
Variable Annuity Costs: Dispelling the Myths	*1 CH*
Annuitization	*1 CH*
403(b)	*1 CH*
Qualified Plan Overview	*1 CH*

Professional Insurance Agents (PIA) of Montana

Agency Operations II (AO2)	*6 CH*

COURSE REVIEW SUMMARIES

The following courses have been reviewed by the continuing education program staff and are presented for Advisory Council action.

The sponsoring organizations have indicated appropriate attendance verification, instructor certification, student record maintenance, fee policies and examination administration.

Included at the end of most summaries is notation of a suggested credit hour assignment based on the materials submitted by the sponsoring organization for review. After review and recommendation by the advisory council, final determination of course approval and credit hour assignment shall be made by the commissioner.

College for Financial Planning

The following conference is part of the College for Financial Planning Certified Financial Planner certification program.

1998 National Conference *15 CH*

Aid Association for Lutherans

Managing the Flexibility of Life Products

This course addresses product knowledge of life insurance. The course is 3 hours of classroom instruction, including 2½ hours of insurance continuing education, designed to provide general information on universal and whole life insurance, coverage amount changes, underfunded policy lapses and Aid Association for Lutherans series of universal life products. This course was held May 27, 1998. *2.5 CH*

Variable Universal Life Workshop

This course addresses product knowledge of life insurance. The course is 3 hours of classroom instruction, including 1½ hours of insurance continuing education, designed to provide basic information on Aid Association for Lutherans Variable Universal Life products, differences and similarities between various AAL policies, term life insurance, and variable policy features and benefits. The course was held May 27, 1998. *1.5 CH*

John Hancock Funds

Retirement Plans, Products and Legislation

This course addresses product knowledge of life insurance. The course is 2 hours of classroom instruction designed to provide specific information regarding tax law changes in retirement plan treatment, IRAs, 401(k) plans and client plan selection. No offerings are scheduled pending course approval. *2 CH*

Harrington Education Center

Estate Planning for the 90's

This course addresses product knowledge of life insurance. The course is 3 hours of classroom instruction designed to provide general information on estate planning, split dollar plans and non-qualified plans and using life insurance as a funding vehicle. No offerings are scheduled pending course approval. *3 CH*

Hartford Life Insurance Company

Buy-Sell Planning

This course addresses product knowledge of life insurance and annuities. The course is 2 hours of classroom instruction designed to provide general information on business continuation planning, buy-sell arrangements, business valuation, cross purchase versus stock redemption plans and profit sharing monies and funded buy outs. No offerings are scheduled pending course approval. *2 CH*

Staeheli Seminars, Inc.

Fast Track Homeowners

This course addresses product knowledge of property and casualty insurance. The course is 15 hours of classroom instruction designed to provide general information on homeowners policy coverage, declarations, eligibility, coverages, terms, definitions, perils, additional coverages, conditions and endorsements. The course was held May 28, 1998. *15 CH*

Merritt Publishing

The following courses were previously reviewed and approved for Montana insurance continuing education credit. The sponsoring organization did not submit course renewal and no licensees have requested credit for the courses since approval has expired.

Commercial Crime Coverage	*10 CH*
Time Element Coverage	*10 CH*

Health Insurance Association of America

The following course is part of the HIAA Health Insurance Associate and Managed Healthcare Professional certification programs.

Supplemental Health Insurance	*15 CH*

Life Instructors, Inc.

The following courses were previously approved in a computer-based training format. The self-study materials for these offerings will be written texts.

Charting an Ethical Course	*6 CH*
Suitability Issues of Variable Life	*2 CH*

ReliaStar Life Insurance Company

Asset Allocation

This course addresses product knowledge of variable annuities. The course is 1 hour of classroom instruction designed to provide general information on asset allocation, diversification, investing in variable annuities and variable universal life insurance and determining the investor's risk tolerance. The course is scheduled August 26, 1998. *1 CH*

Montana Insurance Education Foundation

1998 Blue Cross and Blue Shield of Montana Seminar

This course addresses product knowledge of health insurance. The course is 10 hours of classroom instruction designed to provide specific information on disability, health and long term care insurance, compliance with federal and state laws, HIPPA, CHIP, MSAs, IRAs and Roth IRAs and business disability coverage. The course was held May 28, 1998. *10 CH*

Consumer and Technical Affairs - Hot Issues 1998

This course addresses product knowledge of property and casualty insurance. The course is 3 hours of classroom instruction designed to provide specific information on Y2K (Year 2000) coverage and endorsements, changes made by the American Institute of Architects, personal lines and commercial lines updates. The course is scheduled July 27, 1998. *3 CH*

Grant Taggart Symposium

Grant Taggart Symposium

This course addresses product knowledge of life insurance and variable annuities. The course is 16 hours of concurrent classroom sessions designed to provide general information on non-qualified deferred compensation, the effect of equity returns on variable life and annuities, tax and estate planning, selling charitable remainder trusts, seminar marketing, qualified plans, advanced estate planning, and several motivational and prospecting presentations. The course is scheduled September 25, 1998. *8 CH*

Lorman Business Center

Insurance Law

This course addresses insurance law. The course is 6 hours of classroom instruction designed to provide general information on bad faith and unfair insurance claim practices, the consent to settle clause and the unfair claims settlement practices act. The course is scheduled August 25, 1998. *6 CH*

ReliaStar Life Insurance Company

Fundamentals of Estate Planning

This course addresses product knowledge of life insurance. The course is 1 hour of classroom instruction designed to provide basic information on taxation of estates, reduction of taxes through estate planning, by-pass trust and unified tax credits. The course is scheduled August 26, 1998. *1 CH*

American Express Financial Advisers

Long Term Care for New and Existing Clients

This course addresses product knowledge of health and disability insurance. The course is 4 hours of classroom instruction, including 2 hours of insurance continuing education, designed to provide general information on American Express long term care products, riders and sales method, need for long term care insurance, building an appropriate plan and financial plan input. No offerings are scheduled pending course approval. *2 CH*

Transamerica Occidental Life Insurance Company

Understanding Variable Universal Life Insurance

This course addresses product knowledge of life insurance. The course is 1 hour of classroom instruction designed to provide general information on variable universal life insurance and contracts, appropriate uses for variable universal life, survivorship, flexible premium and single premium variable universal life. No offerings are scheduled pending course approval. *1 CH*

United Insurance Educators, Inc.

Who Needs Ethics?

This course addresses ethics. The course is 5 hours of self-study correspondence text designed to provide specific information on business and insurance ethics, ethical marketing and sales, due diligence and policy replacement. This is an on-going offering. *5 CH*

Jackson National Life

Taxpayer Relief Act of 1997

This course addresses insurance law. The course is 2 hours of classroom instruction designed to provide general information on federal tax code changes, Roth IRAs, unified tax credit adjustment, gift and estate taxation changes and personal resident capital gain exclusion. No offerings are scheduled pending course approval. *2 CH*

The following course submission is a renewal of a course previously reviewed and approved during 1996.

Insurance Business Consultants, on behalf of AAMGA University

The Wholesaler and Personal Lines *4 CH*

COURSE REVIEW SUMMARIES

The following courses have been reviewed by the continuing education program staff and are presented for Advisory Council action.

The sponsoring organizations have indicated appropriate attendance verification, instructor certification, student record maintenance, fee policies and examination administration.

Included at the end of most summaries is notation of a suggested credit hour assignment based on the materials submitted by the sponsoring organization for review. After review and recommendation by the advisory council, final determination of course approval and credit hour assignment shall be made by the commissioner.

CIGNA/Conn Gen Life Insurance Co.

What's Hot-What's Not 1997

This course addresses insurance law. The course is 1 hour of classroom instruction designed to provide general information on Internal Revenue Service code revisions and letter rulings, gifting, trusts, revisions to Crummey powers and split dollar options. This course was held December 5, 1997. *1 CH*

NBI, Inc. DBA National Business Institute

Personal Injury Settlements

This course addresses management. The course is 6 hours of classroom instruction designed to provide general information on settlement of insurance claims, client's consent, reservation of rights, subrogation, liens and reimbursement. The course was held May 7, 1998.

6 CH

Progressive

Enhanced Auto Underwriting Training

This course addresses product knowledge of property insurance. The course is 3 hours of classroom instruction, including 1 hour of insurance continuing education, designed to provide general information on use of Progressive computer systems and the Internet, underwriting new policies, compliance with Montana's compulsory auto insurance law, and rate impacts. The course was held March 3, 1998. *1 CH*

Western States Insurance Agency Inc.

Contract Bonding Basics

This course addresses product knowledge of surety bonds. The course is 7 hours of classroom instruction designed to provide specific information on bonds, personal versus corporate surety, differences between bonds and insurance, parties to a bond, underwriting bonds, bond failure, and types of bonds. No offerings are scheduled pending course approval.

7 CH

Surety Basics

This course addresses product knowledge of surety bonds. The course is 7 hours of classroom instruction designed to provide basic information on bonds, personal versus corporate surety, differences between bonds and insurance, parties to a bond, underwriting bonds, bond failure, and types of bonds. No offerings are scheduled pending course approval.

7 CH

Northwestern Mutual Life Insurance Company

1998 CLU Postgraduate Round Table

This course addresses product knowledge of life insurance. The course is 2½ hours of classroom instruction designed to provide general information on credit shelter planning, irrevocable life insurance trusts, GRATs, QPRTs, gifting and charitable contributions, and creating a trust. The course is scheduled July 22, 1998. *2.5 CH*

Aid Association for Lutherans

CBT Variable Universal Life

This course addresses product knowledge of life insurance. The course is 4 hours of computer-based training designed to provide general information on variable universal life insurance, death benefits, premium payment options, investment options, cash value, surrenders, withdrawals and loans, federal taxation and compliance with state laws. This is an on-going offering. *4 CH*

Sun Life of Canada/Sun Financial Group

NonQualified Deferred Compensation

This course addresses product knowledge of life insurance. The course is 3 hours of classroom instruction designed to provide specific information on deferred compensation, qualified plan disadvantages, employer and executive benefits, administration, and taxation of plans. No offerings are scheduled pending course approval. *3 CH*

The National Alliance for Insurance Education & Research

The following courses are part of the National Alliance CIC and CISR certification programs.

Insuring Personal Auto Exposures	*8 CH*
1998 James K. Ruble Advanced Coverage Seminar-II	*18 CH*
1998 James K. Ruble Multiple Topic Seminar	*18 CH*
James K. Ruble Funding the Large Commercial Seminar	*18 CH*

American Express Financial Advisors

Disability Insurance

This course addresses product knowledge of disability insurance. The course is 6 hours of classroom instruction, including 3 hours of insurance continuing education, designed to provide general information on prospecting, sales techniques, disability insurance, policy features, benefits and optional benefits. No offerings are scheduled pending course approval. *3 CH*

Northstar Insurance Services

The following course was previously reviewed and recommended for approval at the Advisory Council meeting of October 9, 1997.

1997 Legislative Changes to Property and Casualty Insurance Statutes and Administrative Rules *1 CH*

The American College

The following course is part of the American College CLU and ChFC certification programs.

Family Business Succession Planning II *18 CH*

American Society of CLU & ChFC

The following courses are part of the American Society's CLU and ChFC certification programs.

1998 Advanced Marketing Excellence Seminar *6 CH*
The Changing World of Life Insurance & Trusts *3 CH*
Estate Planning for the Newly Retired *2 CH*

Montana Land Title Associations

There Must be 16 Ways to Avoid Title & Escrow Claims

This course addresses product knowledge of title insurance. The course is 2½ hours of classroom instruction designed to provide specific information on problems related to title and escrow, forgeries, payoffs, unclear escrow instructions, legal descriptions, and subordination arrangements. The course is scheduled August 6, 1998. *2.5 CH*

Litigating Title Insurance Claims

This course addresses product knowledge of title insurance. The course is 2 hours of classroom instruction designed to provide general information on coverage of fixtures, access problems, encroachments, and settlement. The course is scheduled August 6, 1998.

2 CH

Montana Insurance Education Foundation

Agency Valuation-An Overview

This course addresses management. The course is 4 hours of classroom instruction designed to provide general information on insurance agencies, books of business, financial analysis and determination of value. The course is scheduled July 27, 1998. *4 CH*

Harry S. Grosvold

Estate Planning and the Investment Professional - Fidelity Advisor Institute

This course addresses product knowledge of life insurance and annuities. The course is 3 hours of video teleconference designed to provide general information on estate planning, retirement assets, and using variable products to fund estate plans. The course was held June 11, 1998. *3 CH*

INSURANCE CONTINUING EDUCATION ADVISORY COUNCIL

AGENDA

July 16, 1998

Sam Mitchell Building-Room 270

Telephone Conference

Call to order	10:30
Presentation of course renewals and summaries	10:40
Public Comment	10:50
Discussion of course renewals and summaries	11:10
Council direction to staff	11:20
Administrative Details	11:30

Next Meetings

September 24, 1998 - 1:30 p.m., Advisory Council Meeting, Helena

Requests for Reconsideration of Credit Hour Assignment

SAFECO Education Center -Indirect Loss Exposure
CIGNA/Connecticut General Life - (Lincoln National Life Insurance Company/Connecticut) -Estate Planning (Basic)

October 22, 1998 - 10:30 a.m., Advisory Council Meeting, Telephone Conference

Adjourn 11:30

August 3, 1998

COURSE REVIEW SUMMARIES

The following courses have been reviewed by the continuing education program staff and are presented for Advisory Council action.

The sponsoring organizations have indicated appropriate attendance verification, instructor certification, student record maintenance, fee policies and examination administration.

Included at the end of most summaries is notation of a suggested credit hour assignment based on the materials submitted by the sponsoring organization for review. After review and recommendation by the advisory council, final determination of course approval and credit hour assignment shall be made by the commissioner.

All courses on this summary are submitted as renewal of courses reviewed and approved during 1996. Sponsoring organizations have certified that these courses will continue to be offered as originally submitted.

Pictorial, Inc.

Commercial Property Coverage-3rd Edition	*13 CH*
Insurance Packages for Small Businesses	*10 CH*

ClienTell, Inc.

Longevity Planning	*1 CH*
Estate Planning with Charitable Remainder Trusts	*1.5 CH*
An Innovative Look at Variable Annuities	*1 CH*
A Guide to Annuity Minimum Distributions	*1 CH*
Principles of Variable Annuity Portfolio Optimization	*2.5 CH*

COURSE REVIEW SUMMARIES

The following courses have been reviewed by the continuing education program staff and are presented for Advisory Council action.

The sponsoring organizations have indicated appropriate attendance verification, instructor certification, student record maintenance, fee policies and examination administration.

Included at the end of most summaries is notation of a suggested credit hour assignment based on the materials submitted by the sponsoring organization for review. After review and recommendation by the advisory council, final determination of course approval and credit hour assignment shall be made by the commissioner.

Wood Logan Associates, Inc.

Profiles in Income Replacement & Wealth Transfer

This course addresses product knowledge of life insurance and annuities. The course is 2 hours of classroom instruction, including 1½ hours of insurance continuing education designed to provide general information on qualified and non-qualified plans, life insurance to protect other assets, life insurance for income replacement and wealth transfer, annuitization, and systematic withdrawal. No offerings are scheduled pending course approval.

1.5 CH

Insurance Business Consultants, Inc. on behalf of AAMGA University

Physical Damage and Property Loss Considerations

This course addresses product knowledge of property insurance. The course is 4 hours of classroom instruction designed to provide general information on auto insurance coverages, valuation and settlement, coverage of wrecker bills, down time and trailer interchange, load settlement value, and appraisal provisions. The course is scheduled August 22, 1998.

4 CH

Premium Finance

This course addresses marketing and management of insurance. The course is 4 hours of classroom instruction designed to provide specific information on premium finance, finance contracts versus net payment, finance company verification and fund handling, policy cancellation, return of premium and state insurance laws. The course is scheduled August 22, 1998. *4 CH*

Cargo and Inland Marine Considerations

This course addresses product knowledge of property and casualty insurance. The course is 4 hours of classroom instruction designed to provide general information on cargo and inland marine coverages, need assessment, coverage considerations and transit coverage. The course is scheduled August 22, 1998. *4 CH*

Commercial Property Underwriting

This course addresses product knowledge of property insurance. The course is 4 hours of classroom instruction designed to provide specific information on commercial property coverages, covered items, covered property, and optional coverages. The course is scheduled August 21, 1998. *4 CH*

General Liability Case Studies

This course addresses product knowledge of liability insurance. The course is 4 hours of classroom instruction designed to provide general information on insured contracts, defense for indemnitee, employee and workers compensation exclusions, pollution, impaired property, risk selection, coverages, exclusions and limits, underwriting, audit and inspection. The course is scheduled August 23,1998. *4 CH*

Y2K (Year 2000)

This course addresses management. The course is 4 hours of classroom instruction designed to provide general information on risk assessment, possible harm, professional liability, insurance coverage issues, underwriting considerations and remediation plan implementation. The course is scheduled August 22, 1998. *4 CH*

Lincoln National Life Insurance Co./Connecticut (formerly CIGNA/Connecticut General Life Insurance Co, Inc.)

Split Dollar

This course addresses product knowledge of life insurance. The course is 1 hour of classroom instruction designed to provide in-depth information regarding family, second-to-die, partnership and reverse split dollar plans, corporate owned life insurance (COLI), and irrevocable life insurance trusts (ILIT). No offerings are scheduled pending course approval.

1 CH

American Express Financial Advisors

Wealth Accumulation

This course addresses product knowledge of life insurance. The course is 3 hours of classroom instruction, including 1 hour of insurance continuing education, designed to provide general information on the American Express LISA system, prospecting method and closing strategies, and basic information on variable universal life insurance policies. No offerings are scheduled pending course approval. *1 CH*

ClienTell, Inc.

Problem Solving for the Larger Estate

This course addresses product knowledge of life insurance and annuities. The course is 7 hours of classroom instruction designed to provide specific information on life insurance in trusts, charitable remainder trusts, charitable remainder annuity trusts, charitable remainder uni-trusts, NIMCRUTs, and variable annuities. No offerings are scheduled pending course approval. *7 CH*

Redland Insurance Company/American Agrisurance

1999 Fall Crop Insurance Update

This course addresses product knowledge of casualty insurance. The course is 3 hours of classroom instruction designed to provide specific information on changes to the federal crop insurance program for 1999, reporting requirements, actuarial review, billing and credit. The course is scheduled August 18, 1998. *3 CH*

The following courses on this summary are submitted as renewal of courses reviewed and approved during 1996. Sponsoring organizations have certified that these courses will continue to be offered as originally submitted.

Transamerica Occidental Life Insurance Company

Charitable Giving with Life Insurance *1 CH*

COURSE REVIEW SUMMARIES

The following courses have been reviewed by the continuing education program staff and are presented for Advisory Council action.

The sponsoring organizations have indicated appropriate attendance verification, instructor certification, student record maintenance, fee policies and examination administration.

Included at the end of most summaries is notation of a suggested credit hour assignment based on the materials submitted by the sponsoring organization for review. After review and recommendation by the advisory council, final determination of course approval and credit hour assignment shall be made by the commissioner.

TMG (the Mutual Group) Life Insurance Company

PFG University

This course addresses management. The course is 1 hour of classroom instruction designed to provide specific information on providing life insurance to consumers in the current marketplace while remaining a mutual insurance company. The course was held July 20, 1998. *1 CH*

Sun Financial Group/Sun Life of Canada

Understanding the Income Phase of an Annuity

This course addresses marketing. The course is 2 hours of classroom instruction designed to provide specific information on annuities, fixed and variable payments, rate per $1000, immediate annuities, and annuitizations. No offerings are scheduled pending course approval. *2 CH*

Prudential Insurance-New Jersey

Cross-Tested Defined Contribution Plans

This course addresses marketing. The course is 2 hours of classroom instruction designed to provide general information on plan design and design considerations, cross-testing formulas and rules, and cross-testing issues. No offerings are scheduled pending course approval.

2 CH

Retirement Planning: Plans for Three Decades

This course addresses product knowledge of life insurance. The course is 2 hours of classroom instruction designed to provide general information on similarities and difference to conventional plans, availability of benefits, beneficiary designation, and coordination of elements in a retirement plan. No offerings are scheduled pending course approval.

2 CH

Retirement Plans in Estate Planning

This course addresses product knowledge of life insurance. The course is 2 hours of classroom instruction designed to provide general information need for retirement planning, estate remainder trust, QTIP trust, life insurance in estate planning, second-to-die insurance, irrevocable life insurance trust, and QTIPing an IRA. No offerings are scheduled pending course approval. *2 CH*

Insurance Business Consultants, Inc. on behalf of AAMGA University

Using Programs to Meet Insureds' Needs

This course addresses product knowledge of casualty insurance. The course is 4 hours of classroom instruction, including 3½ hours of insurance continuing education, designed to provide general information on MGA program development, underwriting, cost control, driver considerations, controlling exposures, risk reduction, reporting losses and binding coverage. The course is scheduled August 27, 1998. *3.5 CH*

Commonwealth Land Title Insurance Company

Commonwealth Agency Seminar: Title Issues Relating to Land Covered or Bounded by Water

This course addresses title insurance. The course is 2 hours of classroom instruction designed to provide specific information on navigability, public trust and access accretion, reliction, avulsion and the impact of these factors on a title. This course was held August 8, 1998.

2 CH

Reliastar Life Insurance Company

So You Want to be Your Own Trustee

This course addresses ethics. The course is 1 hour of classroom instruction designed to provide general information on trust and fiduciary relationships, trust administration, co-fiduciaries, beneficiary interests, and principal and income allocation. The course is scheduled August 26, 1998. *1 CH*

Mountain West Farm Bureau

Business Owner's Update

This course addresses product knowledge of property and casualty insurance. The course is 5½ hours of classroom instruction, including 4 hours of insurance continuing education, designed to provide specific information on the Mountain West Businessowner's Policy, risk selection, eligibility, contractor's coverage, underwriting guidelines, coverage review and audits. The course was held June 23, 1998. *4 CH*

American Express Financial Advisors

Disability Income Insurance

This course addresses product knowledge of disability insurance. The course is 4 hours of classroom instruction, including 2½ hours of insurance continuing education, designed to provide specific information on American Express disability insurance plans, social security, need assessment, long-term care disability, taxation of disability income and group plans. No offerings are scheduled pending course approval. *2.5 CH*

Reliastar Life Insurance Company

Split Dollar Insurance

This course addresses product knowledge of life insurance. The course is 1 hour of classroom instruction designed to provide basic information on split dollar life insurance plans, collateral assignment, endorsement, reverse split dollar plan advantages and disadvantages, and private use of split dollar plans. The course is scheduled August 27, 1998. *1 CH*

American Society of CLU & ChFC

New York Life Executive Council Meetings

This course addresses product knowledge of life insurance. The course is 2½ hours of classroom instruction designed to provide in-depth information on uses of universal life insurance for business planning and variable universal life for personal financial planning. The course is scheduled August 24, 1998. *2.5 CH*

Assurex International

1998 Personal Lines Seminar

This course addresses product knowledge of casualty insurance. The course is 5 hours of classroom instruction designed to provide general information on errors and omissions issues with potential Year 2000 computer problems, personal lines coverage, group coverage, personal insurance on the Internet and loss prevention. The course was held July 13, 1998. *5 CH*

Northwestern Mutual Life Insurance Company - Montana

The Charitable Remainder Trust & Other Split Interest Giving Techniques

This course addresses product knowledge of life insurance and annuities. The course is 3 hours of classroom instruction designed to provide basic information on charitable split interest trusts, charitable remainder trusts tax rules and mechanics of charitable trusts. The course is scheduled September 18, 1998. *3 CH*

New York Life Insurance Co.

Leaders for Life II

This course addresses product knowledge of life insurance. The course is 14½ hours of classroom instruction designed to provide specific information on traditional life insurance, riders, moving from group to individual life policies, universal life, and variable universal life insurance. The course was held July 31, 1998. *14.5 CH*

National Association of Surety Bond Producers

When a Contractor Fails

This course addresses management of surety. The course is 1 hour of classroom instruction designed to provide general information on the failure of contractors across industry lines, commonalities and similarities in contractor businesses which fail. The course is scheduled August 8, 1998. *1 CH*

Producers Financial Group

Marketing to Today's Executives and Small Business Owner's

This course addresses product knowledge of life insurance. The course is 3 hours of classroom instruction designed to provide general information on buy/sell plans, business valuation, key employee insurance, split dollar plans, salary continuation, and estate planning. The course was held July 21, 1998. *3 CH*

Qualified Plans-Their Use and Structure

This course addresses product knowledge of life insurance and annuities. The course is 2 hours of classroom instruction designed to provide specific information on qualified plans, tax-sheltered annuity plans, target and defined benefit plans, and contribution limits. The course was held July 20, 1998. *2 CH*

Sun Financial Group/Sun Life of Canada

IRAs

This course addresses product knowledge of annuities. The course is 1 hour of classroom instruction designed to provide specific information on Roth IRAs, allowable investments, contributions and limits. No offerings are scheduled pending course approval. *1 CH*

Reliastar Life Insurance Company

Charitable Planning Techniques

This course addresses product knowledge of variable annuities. The course is 1 hour of classroom instruction designed to provide general information on charitable giving, charitable remainder trusts, annuity and uni-trusts and charitable lead trusts. The course is scheduled August 27, 1998. *1 CH*

Tax Update

This course addresses management. The course is 1 hour of classroom instruction, including ½ hour of insurance continuing education designed to provide general information on estate planning provisions of the Taxpayer Relief Act of 1997, IRAs and the impact of legal rulings and legislation on the insurance industry in the past 18 months. The course is scheduled August 26, 1998. *.5 CH*

Life Instructors, Inc.

The following correspondence text course has been summarized and reviewed by the Advisory Council as a computer-based training course. The only change in materials is training methodology.

Annuities *6 CH*

Producers Financial Group

The Variable Marketplace

This course addresses product knowledge of annuities. The course is 3 hours of classroom instruction designed to provide specific information on variable universal life, single premium variable universal life, joint survivorship flexible premium variable universal life and single premium variable immediate annuities. The course was held July 20, 1998. *3 CH*

TMG Life Insurance Company

Creative uses of Life Insurance in Estate Planning

This course addresses product knowledge of life insurance. The course is 2 hours of classroom instruction designed to provide general information on irrevocable life insurance trusts and Crummey powers and credit shelter trusts. The course was held July 21, 1998 *2 CH*

Rural Community Insurance Agency, Inc. dba Rural Community Insurance Services

1999 MPCI Update Meeting

This course addresses product knowledge of property and casualty insurance. The course is 6 hours of classroom instruction, including 5 hours of insurance continuing education, designed to provided specific information on basic crop insurance policy provisions, declarations and change form, actuarial and premium calculation, average price and yield descriptors. The course is scheduled August 18, 1998. *5 CH*

Connole Morton Insurance School

Mastering Personal Auto Coverage

This course addresses product knowledge of property and casualty insurance. The course is 3 hours of classroom instruction designed to provide general information on auto insurance eligibility, coverages, liability, medical and uninsured motorist coverage, and endorsements. The course is scheduled October 20, 1998. *3 CH*

Impact of the 1997 Taxpayer Relief Act

This course addresses product knowledge of life insurance and annuities. The course is 1 hour of classroom instruction designed to provide general information on Roth IRAs. The course is scheduled October 20, 1998. *1 CH*

Montana Insurance Law Update - 1997 legislative changes

This course addresses insurance law. The course is 1 hour of classroom instruction designed to provide general information on auto body repair, the Insurance Fraud Protection Act and the Viatical Settlement Act. The course is scheduled October 20, 1998. *1 CH*

Retirement & Estate Planning

This course addresses product knowledge of life insurance and annuities. The course sis 3 hours of classroom instruction designed to provide general information on charitable remainder trusts, variable universal life and adjustable life insurance, qualified retirement plans, estate planning. The course is scheduled October 19, 1998. *3 CH*

Senior Health Care Insurance

This course addresses product knowledge of health insurance. The course is 2 hours of classroom instruction designed to provide general information on Medicare and long term care coverage, Medicare supplement insurance, and long term care issues. The course is scheduled October 19, 1998. *2 CH*

Individual and Group Disability Income Policies Compared

This course addresses product knowledge of disability insurance. The course is 1 hour of classroom instruction designed to provide basic information on individual and group disability policies, needs, short- and long-term care and terminology. The course is scheduled October 19, 1998. *1 CH*

Planning with Life Insurance and Annuities

This course addresses product knowledge of life insurance and annuities. The course is 2 hours of classroom instruction designed to provide general information on traditional life polices, beneficiary provisions, and split dollar plans. The course is scheduled October 19, 1998. *2 CH*

National Association of Surety Bond Producers

The following courses are part of the National Association of Surety Bond Producers certification program.

The Crisis Management Game *2 CH*
Region One Claims Seminar *2 CH*

Federal Insurance Company

Personal Lines Appraisal Seminar

This course addresses product knowledge of property insurance. The course is 2 hours of classroom instruction designed to provide general information on property appraisal and valuation for insurance coverage, home classification, loss control, old homes and water sources. No offerings are scheduled pending course approval. *2 CH*

Pacific Life Insurance

Expanding Your Practice with Variable Life

This course addresses product knowledge of life insurance. The course is 2 hours of classroom instruction designed to provide general information on types of variable life insurance, variable universal life, client suitability, and investment risks. The course was held July 20, 1998. *2 CH*

Principal Mutual-Individual

Principal Choice-First to Die

This course addresses product knowledge of life insurance. The course is 2 hours of classroom instruction, including 1 hour of insurance continuing education, designed to provide general information on the Principal first-to-die policy, buy/sell plans, executive bonus, and key employee policies. No offerings are scheduled pending course approval. *1 CH*

Merritt Publishing

General Liability Insurance

This course addresses product knowledge of liability insurance. The course is 10 hours of self-study correspondence text designed to provide specific information on types of liability insurance, commercial general liability coverage, endorsements, coverages and exclusions, and rating concepts and procedures. This is an on-going offering. *10 CH*

Insurance Business Consultants, Inc. on behalf of AAMGA Univ

General Liability Exposures

This course addresses product knowledge of liability insurance. The course is 12 hours of classroom instruction designed to provide general information on general liability insurance, declarations, coverages, limits of insurance underwriting and certificates of insurance. The course is scheduled September 13, 1998. *12 CH*

Reliastar Life Insurance Company

Trust Services Uses and Benefits

This course addresses product knowledge of life insurance. The course is 1 hour of classroom instruction designed to provide general information on revocable and irrevocable trusts, credit shelter trusts, Crummey trusts and irrevocable life insurance trusts. The course is scheduled August 26, 1998. *1 CH*

Fortis (formerly Time Insurance/Fortis Sales)

Market Conduct 0498

This course addresses ethics. the course is 1 hour of classroom instruction designed to provide specific information on replacement versus needs based life insurance sales, ethical market conduct, guidelines and standards. No offerings are scheduled pending course approval. *1 CH*

Universal Life 0498

This course addresses product knowledge of life insurance. The course is 1 hour of classroom instruction, including ½ hour of insurance continuing education, designed to provide general information on the Providian Life and Health universal life policy and haw universal life insurance works. No offerings are scheduled pending course approval. *.5 CH*

Reliastar

Grits, Grats & Grunts

This course addresses product knowledge of life insurance and annuities. The course is 2 hours of classroom instruction designed to provide specific information on grantor-retained income, annuity and uni- trusts, and rear-end trusts. The course is scheduled August 28, 1998. *2 CH*

Charitable Giving

This course addresses product knowledge of life insurance and annuities. The course is 1½ hours of classroom instruction designed to provide general information on charitable trusts, NIMCRUTs, and charitable gift annuities. The course is scheduled August 28, 1998. *1.5 CH*

The Family Bank

This course addresses product knowledge of life insurance. The course is 3 hours of classroom instruction designed to provide specific information on irrevocable life insurance trusts, gifting life insurance, and credit shelter trusts. The course is scheduled August 28, 1998. *3 CH*

American Express Financial Advisors

V2D (Variable Second-to-Die): The Swiss Army Knife of Estate Planning

This course addresses product knowledge of life insurance. The course is 3 hours of classroom instruction designed to provide specific information on taxation of life insurance proceeds, irrevocable trust alternatives, survivorship policies, single life versus second-to-die, and client needs. No offerings are scheduled pending course approval. *3 CH*

IGF Insurance Company

Crop Insurance Update '99

This course addresses product knowledge of property and casualty insurance. The course is 6 hours of classroom instruction, including 5 hours of insurance continuing education, designed to provided specific information on basic crop insurance policy provisions, declarations and change form, actuarial and premium calculation, average price and yield descriptors. No offerings are scheduled pending course approval. *5 CH*

Educational Training Systems

Long-Term Care

This course addresses product knowledge of health insurance. The course is 10 hours of self-study correspondence text designed to provide general information on long-term care insurance, Medicare and Medicare supplement policies, selecting benefits, individual and group long-term care policies. This is an on-going offering. *10 CH*

Western States Insurance

Loss Prevention Seminar

This course addresses management. The course is 4 hours of classroom instruction designed to provide general information on errors and omissions, risk analysis, renewals and cancellations and loss reporting. The course was held July 22, 1998. *4 CH*

The Council of Insurance Agents & Brokers

The following course is part of the CPCU certification program.

Delivering Quality Insurance Services to Customers: A Course in Total Quality Management 8 CH

The Association of Financial Insurance Professionals

The following course is the Association of Financial Insurance Professionals certified F & I professional certification program.

AFIP Certification Course 10 CH

Life Underwriter Training Council

The following courses are part of the Life Underwriter Training Council LUTC certification program.

Long Term Care-The Economics of Aging 4 CH
Agent's Assistant Course 5 CH
Foundations of Estate Planning 15 CH

The American College

The following course is part of the American College CLU and ChFC certification programs.

Decision Making at Retirement 3 CH

Insurance Women of Missoula

The following course was summarized and reviewed by the Advisory Council at the October 1997 meeting.

1997 Legislative Changes to Montana Property & Casualty Insurance Statutes 1 CH

American Society of CLU & ChFC

Keeping Current Clinic Day Two	*5 CH*
Keeping Current Clinic Day One	*5 CH*

INSURANCE CONTINUING EDUCATION ADVISORY COUNCIL

AGENDA

June 11, 1998

Sam Mitchell Building-Room 270

Telephone Conference

Call to order	10:30
Presentation of course renewals and summaries	10:40
Public Comment	10:50
Discussion of course renewals and summaries	11:10
Council direction to staff	11:20
Administrative Details	11:30

Honoraria

Next Meetings

July 16, 1998 - 10:30 a.m., Advisory Council Meeting, Telephone Conference

August 6, 1998 - 10:30 a.m., Advisory Council Meeting, Telephone Conference, or

August 20, 1998 - 10:30 a.m., Advisory Council Meeting, Telephone Conference

Adjourn 11:30

June 9, 1998

Insurance Continuing Education Advisory Council

Conference Call Minutes

June 11,1998

The following are summary minutes of the Insurance Continuing Education Advisory Council.

The teleconference meeting of the Insurance Continuing Education Advisory Council was called to order in the conference room, State Auditor's Office, Sam Mitchell Building, at 10:30 a.m.

Members Present - via phone

Mark Nelson, Insurance Department Non-Voting Member
Julie McDade, Public Member
Bill Bolt, Professional Insurance Agents of Montana Member
John Bebee, Unaffiliated Insurance Agent Member
Robin Boon, Independent Insurance Agents of Montana Member
Tony Leenknecht, Montana Association of Life Underwriters Member

Staff Present

Mary Arnold, Continuing Education Program
Pam Pickett, Recording Secretary
Cheryl Donovan, Licensing Technician

A list of others present is attached as Exhibit 1.

Presentation of Course Renewals and Summaries

Arnold presented the course renewals and summaries. Council members advised all faxes were received.

Public Comment

There was none.

Discussion of Course Renewals Summaries

Boon moved to accept course review summaries as presented and recommended course approval to the commissioner. Bebee seconded the motion. Motion carried unanimously.

Council Direction to Staff

McDade asked how licenses were coming. Nelson advised even though we are still on the old system, licenses will be mailed out next week. Boon asked how people have been about getting their stuff in. Arnold advised that many are still filing late; the penalty fee is so low that it doesn't discourage them from doing so. Boon suggested raising fee; Nelson said that when new system is up, late filers can be suspended immediately, and that may encourage timely filing.

Administrative Details

Honoraria - Arnold said she will send out a sheet that the council needs to fill out and send back in before the fiscal year end.

Boon made a motion to adjourn. McDade seconded the motion and it carried unanimously.

COURSE REVIEW SUMMARIES

The following courses have been reviewed by the continuing education program staff and are presented for Advisory Council action.

The sponsoring organizations have indicated appropriate attendance verification, instructor certification, student record maintenance, fee policies and examination administration.

Included at the end of most summaries is notation of a suggested credit hour assignment based on the materials submitted by the sponsoring organization for review. After review and recommendation by the advisory council, final determination of course approval and credit hour assignment shall be made by the commissioner.

TransAmerica Occidental Life Insurance Company

Market Conduct Compliance

This course addresses management. The course is 2½ hours of classroom instruction designed to provide specific information on market compliance, ethical behavior in policy replacement, effective use of training and continuing education, dealing with complaints, using sales literature and regulatory focus. No offerings are scheduled pending course approval.

2.5 CH

Manulife Financial

Restricted Endorsement Benefit Arrangement

This course addresses product knowledge of life insurance and annuities. The course is ½ hour of classroom instruction designed to provided general information on REBA or GEBA agreements, double bonus agreements, restrictive endorsement of the policy used in the agreement and benefits to the employee and employer. No offerings are scheduled pending course approval. *.5 CH*

Charitable Giving

This course addresses product knowledge of life insurance and annuities. The course is 1 hour of classroom instruction designed to provide general information on charitable giving, charitable remainder and charitable lead trusts, CRUTs and CRATs, wealth replacement using insurance, benefits and drawbacks of the various plans. No offerings are scheduled pending course approval. *1 CH*

Executive Bonus Plans

This course addresses product knowledge of life insurance. The course is 40 minutes of classroom instruction designed to provide general information on IRC section 162 bonus plans funded by employer payment of whole life insurance premiums for an employee-owned policy. No offerings are scheduled pending course approval. *.5 CH*

Insurance Due Diligence

This course addresses product knowledge of life insurance. The course is 1 hour of classroom instruction designed to provide specific in formation on types of life insurance, comparison of terms and benefits and general information regarding liquidity. No offerings are scheduled pending course approval. *1 CH*

Power of Lifetime Giving

This course addresses product knowledge of life insurance. The course is 50 minutes of classroom instruction, including ½ hour of insurance continuing education designed to provide general information on irrevocable life insurance trusts and lifetime giving. No offerings are scheduled pending course approval. *.5 CH*

Tax Reform

This course addresses product knowledge of life insurance. The course is 1 hour of classroom instruction designed to provide general information on the insurance provisions of the Taxpayer Relief Act of 1997, including: increase of the unified estate tax/gift (unified) credit, insurance in dynasty trusts, small business exemption increase and changes in charitable remainder trust provisions. No offerings are scheduled pending course approval. *1 CH*

Annuity Maximization

This course addresses product knowledge of annuities. The course is 1 hour of classroom instruction designed to provide general information on deferred annuities, tax exposure at death, using the deferred annuity to fund an irrevocable life insurance trust. No offerings are scheduled pending course approval. *1 CH*

Human Technology Partnership, Inc.

Representative's Guide to Investment Options in Prudential's Variable Products

This course addresses product knowledge of life insurance and annuities. The course is 2 hours of self-study correspondence text, including ½ hour of insurance continuing education, designed to provide general information on Prudential variable insurance and annuity products, determining client suitability and an overview of variable products. This is an on-going offering. *.5 CH*

Jackson National Life Insurance

The Power of Variable Annuities

This course addresses product knowledge of annuities. The course is 1 hour of classroom instruction designed to provide general information on advantages and disadvantages of variable annuities, the uses and tax implementations of variable annuities. No offerings are scheduled pending course approval. *1 CH*

CIGNA/Connecticut General Life Insurance Company, Inc.

Financial Services thru Financial Planning

This course addresses product knowledge of life insurance. The course is 1 hour of classroom instruction, including ½ hour of insurance continuing education, designed to provide general information on life insurance, CIGNA life insurance replacement strategies, data collection and needs assessment. No offerings are scheduled pending course approval. *.5 CH*

New York Life Insurance Company

Leaders for Life

This course addresses product knowledge of life insurance. The course is 15 hours of classroom instruction designed to provide specific information on term and whole life insurance, NYL policies and features, need assessment, riders, product fundamentals and estate planning. The course is scheduled July 17, 1998. *15 CH*

Insurance Business Consultants, Inc. On Behalf of AAMGA University

The World Insurance Market

This course addresses product knowledge of property insurance. The course is 4 hours of classroom instruction designed to provide specific information on the world insurance market, serving the public, covering exposures and markets which can secure protection. No offerings are scheduled pending course approval. *4 CH*

Pictorial, Inc.

Effective Business Writing for Insurance People

This course addresses management. The course is 15 hours of self-study correspondence, including 2½ hours of insurance continuing education, designed to provide general information on framing inquiries regarding insurance policies and information and supportive office skills. This is an on-going offering. *2.5 CH*

Independent Insurance Agents of America (IIAA)

Insurance and the Internet

This course addresses management. The course is 3 hours of classroom instruction, including 2 hours of insurance continuing education, designed to provide general information on internet basics, insurance research, client research, competitor's websites and information reliability. This is an on-going offering. *2 CH*

Lincoln Benefit Life

Basic Uses of Life Insurance

This course addresses product knowledge of life insurance. The course is 2 hours of classroom instruction designed to provide basic information on term and permanent life insurance, variable universal life insurance, and payout options. No offerings are scheduled pending course approval. *2 CH*

Business Uses of Life Insurance and Annuities

This course addresses product knowledge if life insurance and annuities. The course is 4 hours of classroom instruction designed to provide general information on business life insurance, buy-sell agreements, key employee coverage, split dollar plans, deferred compensation and qualified plans. No offerings are scheduled pending course approval. *4 CH*

College for Financial Planning

The following course fulfills the Chartered Retirement Planning Counselor certification program.

Chartered Retirement Planning Counselor Program *30 CH*

United Insurance Educators, Inc.

Estate Settlement

This course addresses management. The course is 10 hours of self-study correspondence text designed to provide general information on settling estates containing annuities,life insurance, beneficiaries, property disbursement, legal procedure and fiduciaries. This is an on-going offering. *10 CH*

AIG Environmental

Changes and developments in the Environmental Marketplace

This course addresses product knowledge of liability and property insurance. The course is 2 hours of self-study correspondence designed to provide general information on environmental legislation, general liability exposures, environmental engineering, and site specific exposures. No offerings are scheduled pending course approval. *2 CH*

ABC Self-Study

Life Plans

This course addresses product knowledge of life insruacne. The course is 5 hours of insurance continuing education designed to provide basic information on life insruacne uses, business usage, needs approach, policy provisions. This is an on-going offering. *5 CH*

Dearborn Financial Publishing, Inc.

Qualified Retirement Plans 1

This course addresses product knowledge of life insruacne. The course is 13 hours of classroom instruction designed to provide specific information on plan types, qualified, distributions, defined benefit plans. No offerings are scheduled pending course approval.

13 CH

Fidelity Investments, Institutional Services Company, Inc.

401 (k) Plans

This course addresses product knowledge of life insurance and annuities. The course is 95 pages of self-study text designed to provide general information on 401 (k) plans and designed, distributions, investment requirements and plan installation. This is an on-going offering. *2 CH*

COURSE REVIEW SUMMARIES

The following courses have been reviewed by the continuing education program staff and are presented for Advisory Council action.

The sponsoring organizations have indicated appropriate attendance verification, instructor certification, student record maintenance, fee policies and examination administration.

Included at the end of most summaries is notation of a suggested credit hour assignment based on the materials submitted by the sponsoring organization for review. After review and recommendation by the advisory council, final determination of course approval and credit hour assignment shall be made by the commissioner.

Insco/Dico Group

Financial Analysis

This course addresses management. The course is 7 hours of classroom instruction designed to provide specific information on reviewing contractor financial statements for the purpose of setting contractor bonds. The course was held May 9, 1998. *7 CH*

The following is renewal submission of a course previously approved during 1994 and renewed during 1996.

MGA Insurance Company, Inc.

Commercial Auto Seminar *3 CH*

Life Instructors, Inc.

An Overview of Business Insurance

This course addresses product knowledge of life, disability and health insurance. The course is 10 hours of computer-based training designed to provide specific information on insurance used to support various forms of business, employee benefit plans, buy-sell agreements and other insurance funded business options. This is an on-going offering. *10 CH*

Pension Basics

This course addresses product knowledge of life and health insurance. The course is 15 hours of computer-based training designed to provide specific information on qualified and non-qualified plans, vesting, and plan distributions. This is an on-going offering. *15 CH*

Principal Mutual-Individual

1998 Agency Compliance

This course addresses ethics. The course is 2 hours of classroom instruction designed to provide specific information on ethical personal and professional behavior by members of the insurance community. No offerings are scheduled pending course approval. *2 CH*

PLANCO

Taxation of Investments

This course addresses product knowledge of annuities. The course is 1 hour of classroom instruction designed to provide general information on annuities as reduced tax or non-taxable investments. The course was scheduled July 11, 1997. *1 CH*

Income Engineering

This course addresses product knowledge of annuities. The course is 2 hours of classroom instruction designed to provide general information on variable annuitization, systematic income withdrawal, amortization methods and credit shelter trusts. No offerings are scheduled pending course approval. *2 CH*

Montana Association of Life Underwriters

The following course is part of the Life Underwriter Training Council LUTC certification program.

NALU/LUTC Long Term Care-The Economics of Aging *4 CH*

Nationwide Life Insurance Company

Introduction to Estate Planning

This course addresses product knowledge of life insurance. The course is 1 hour of classroom instruction designed to provide basic information on gifting, the life insurance three-year rule, irrevocable life insurance trusts, and credit shelter trusts. No offerings are scheduled pending course approval. *1 CH*

Introduction to Non-Qualified Compensation Planning

This course addresses product knowledge of life insurance. The course is 1 hour of classroom instruction designed to provide general information on executive benefit plans, non-qualified plans and particulars of split dollar and deferred compensation agreements. No offerings are scheduled pending course approval. *1 CH*

Non-Qualified Compensation Planning

This course addresses product knowledge of life insurance. The course is 2 hours of classroom instruction designed to provide general information on executive bonus, split dollar , and deferred compensation plans, and corporate owned life insurance. No offerings are scheduled pending course approval. *2 CH*

Evolution of Split Dollar

This course addresses product knowledge of life insurance. The course is 2 hours of classroom instruction designed to provide specific information on split dollar arrangements, funding methods, pay-in and pay-out methods and plan ownership. No offerings are scheduled pending course approval. *2 CH*

The following are courses previously approved during 1996 and submitted for renewal.

State Farm Insurance

Enhanced Insurance to Value System	*1.5 CH*
L895 - Business Life	*1.5 CH*
F195 - Insurance to Value	*1.5 CH*
C195 - Business Policy	*2 CH*
L995 - Annuity Concepts	*.5 CH*
M296 - Insurance Affordability Issues	*1 CH*
Guaranteed Renewable Disability Insurance	*1 CH*

INSURANCE CONTINUING EDUCATION ADVISORY COUNCIL

AGENDA

May 14, 1998

Sam Mitchell Building-Room 270

Telephone Conference

Call to order	3:30
Presentation of course renewals and summaries	3:40
Public Comment	3:50
Discussion of course renewals and summaries	4:10
Council direction to staff	4:20
Administrative Details	4:30

Next Meetings

June 11, 1998 - ~~3:30~~ 10:30, Advisory Council Meeting, Telephone Conference

July 16, 1998 - ~~3:30~~ 10:30, Advisory Council Meeting, Telephone Conference

Adjourn 4:30

May 12, 1998

Insurance Continuing Education Advisory Council

Conference Call Minutes

May 14, 1998

The following are summary minutes of the Insurance Continuing Education Advisory Council.

The teleconference meeting of the Insurance Continuing Education Advisory Council was called to order in the conference room, State Auditor's Office, Sam Mitchell Building, at 3:30 pm.

Members Present - via phone

Mark Nelson, Insurance Department Non-Voting Member
Julie McDade, Public Member
Bill Bolt, Professional Insurance Agents of Montana Member
John Bebee, Unaffiliated Insurance Agent Member
Robin Boon, Independent Insurance Agents of Montana Member
Tony Leenknecht, Montana Association of Life Underwriters Member

Staff Present

Mary Arnold, Continuing Education Program
Pam Pickett, Support Staff
Brad Burns, Licensing

A list of others present is attached as Exhibit 1.

Presentation of Course Renewals and Summaries

Courses were received by all and discussed.

Public Comment

none

Discussion of Course Renewals Summaries

Robin Boon moved to accept course review summaries as presented and recommended course approval to the commissioner, Julie McDade seconded the motion, the motion carried unanimously.

Council Direction to Staff

Bill asked if the meeting date/time can be changed, it's becoming difficult to make the meetings as they are currently scheduled. Thursdays mornings were suggested. Mary will make the changes.

Administrative Details

The council was informed of new staff hired in CE

Adjournment

Julie moved for adjournment, John seconded the motion, the motion carried unanimously.

COURSE REVIEW SUMMARIES

The following courses have been reviewed by the continuing education program staff and are presented for Advisory Council action.

The sponsoring organizations have indicated appropriate attendance verification, instructor certification, student record maintenance, fee policies and examination administration.

Included at the end of most summaries is notation of a suggested credit hour assignment based on the materials submitted by the sponsoring organization for review. After review and recommendation by the advisory council, final determination of course approval and credit hour assignment shall be made by the commissioner.

Success Systems International

Tools & Techniques of Financial Planning

This course addresses product knowledge of life insurance and annuities. The course is 7 hours of self-study correspondence designed to provide specific information on financial planning incorporating annuities, property, casualty, life and health insurance and annuities and other common investment vehicles. This is an on-going offering. *7 CH*

Tools & Techniques of Estate Planning

This course addresses product knowledge of life insurance and annuities. The course is 9 hours of self-study correspondence designed to provide specific information on business continuation plans, retirement plans, qualified and non-qualified plans, gifting and estate taxation. This is an on-going offering. *9 CH*

Tools & Techniques of Employee Benefit & Retirement Planning

This course addresses product knowledge of life and health insurance. The course is 12 hours of self-study correspondence designed to provide specific information on designing employee benefit plans which include life insurance, health insurance business continuation and disability benefits. This is an on-going offering. *12 CH*

Tools & Techniques of Life Insurance Planning

This course addresses product knowledge life insurance. The course is 15 hours of self-study correspondence text designed to provide in-depth information on life insurance uses, advantages, disadvantages, tax and economic aspects, life insurance need, company comparison, policy comparison, provisions and riders, types of life insurance and annuities. This is an on-going offering. *15 CH*

ClienTell

Asset Allocation for Annuities

This course addresses product knowledge of annuities. The course is 1 hour of classroom instruction designed to provide basic information on analyzing the client need, risk, compounding, taxation and asset allocation. No offerings are scheduled pending course approval. *1 CH*

SAFECO Education Center

Recreational Vehicles

This course addresses product knowledge of property and casualty insurance. The course is 6 hours of self-study correspondence text, including 4½ hours of insurance continuing education, designed to provide specific information on exclusions, limitations and coverages, defining recreational vehicles, liability, medical and un-insured motorist coverages, physical damage and recreational vehicle rating. This is an on-going offering. *4.5 CH*

Ethical Insurance Practices: Foundations of Business Ethics

This course addresses ethics. The course is 4 hours of self-study correspondence text designed to provide specific information on ethics in the insurance industry and the importance of the ethical foundations of insurance. This is an on-going offering. *4 CH*

Selling Life Insurance in a Multiline Environment

This course addresses product knowledge of life insurance. The course is 2½ hours of self-study correspondence text, including 1 hour of insurance continuing education, designed to provide general information on needs analysis, life insurance products and their uses, coverages and applicability. This is an on-going offering. *1 CH*

Life Instructors

Advanced Technical Background for Needs Selling

This course addresses product knowledge of life insurance. The course is 10 hours of computer-based training designed to provide specific information on how life insurance plans interact with estate planning. This is an on-going offering. *10 CH*

Noble Continuing Education

Medicare

This course addresses product knowledge of health insurance. The course is 1½ hours of self-study correspondence text designed to provide basic information on Medicare coverage, supplemental policies, deductible and co-insurance, application for coverage and protection changes. This is an on-going offering. *1.5 CH*

Guide to Universal Life Insurance

This course addresses product knowledge of life insurance. The course is 3½ hours of self-study correspondence text designed to provide general information on universal life insurance, disintermediation, rates, universal variable life insurance, and expenses, fees, and charges. This is an on-going offering. *3.5 CH*

Insurance Special Class Risks

This course addresses product knowledge of life and health insurance. The course is 4 hours of self-study correspondence designed to provide general information on the effect of medical risk on underwriting policies. This is an on-going offering. *4 CH*

Underwriter

This course addresses management. The course is 6 hours of self-study correspondence text designed to provide general information on underwriting practices and considerations, objectives of underwriting, and specific practices. This is an on-going offering. *6 CH*

Settlement Options

This course addresses management. The course is 4½ hours of self-study correspondence text designed to provide general information on settlement or payout of benefits of life insurance policies. This is an on-going offering. *4.5 CH*

COURSE REVIEW SUMMARIES

The following courses have been reviewed by the continuing education program staff and are presented for Advisory Council action.

The sponsoring organizations have indicated appropriate attendance verification, instructor certification, student record maintenance, fee policies and examination administration.

Included at the end of most summaries is notation of a suggested credit hour assignment based on the materials submitted by the sponsoring organization for review. After review and recommendation by the advisory council, final determination of course approval and credit hour assignment shall be made by the commissioner.

All courses on this summary are submitted as renewal of courses reviewed and approved during 1996. Sponsoring organizations have certified that these courses will continue to be offered as originally submitted.

Pictorial

Financial Products Training Course, 3rd Edition	*13 CH*
Business Insurance Basics	*7 CH*
Individual Retirement Account	*4 CH*
Interest-Sensitive Whole Life Basics	*5 CH*
Introduction to Life Insurance	*9 CH*
Needs Analysis	*13 CH*
Retirement Planning	*4 CH*
Universal Life Basics	*3 CH*
Variable Contracts	*5 CH*
Variable Universal Life Basics	*5 CH*
Dwelling & Homeowners Rating	*8 CH*
Dwelling Coverage	*12 CH*
Personal Auto Rating	*9 CH*
Personal Inland Marine	*10 CH*
Reinsurance Basics	*8 CH*
Umbrella Liability Coverage	*7 CH*
Workers Compensation Rating	*9 CH*
We're All Accountable	*10 CH*

Health Insurance Association of America

Managed Care, Part B	*15 CH*
Disability Income Insurance	*15 CH*

COURSE REVIEW SUMMARIES

The following courses have been reviewed by the continuing education program staff and are presented for Advisory Council action.

The sponsoring organizations have indicated appropriate attendance verification, instructor certification, student record maintenance, fee policies and examination administration.

Included at the end of most summaries is notation of a suggested credit hour assignment based on the materials submitted by the sponsoring organization for review. After review and recommendation by the advisory council, final determination of course approval and credit hour assignment shall be made by the commissioner.

UNUM Life Insurance Company of America

Long Term Care

This course addresses product knowledge of health insurance. The course is 2 hours of classroom instruction, including 1½ hours of insurance continuing education, designed to provide general information on UNUM long term care plans, trends affecting employers, features and marketplace implications. No offerings are scheduled pending course approval. *1.5 CH*

Integrated STD/LTD (Short/Long Term Disability)

This course addresses product knowledge of health insurance. The course is 2 hours of classroom instruction, including 1½ hours of insurance continuing education, designed to provide general information on UNUM long and short term care plans, integrating disability programs, cost of disability and advantages of integration to the employer. No offerings are scheduled pending course approval. *1.5 CH*

Group Short Term Disability

This course addresses product knowledge of health insurance. The course is 2 hours of classroom instruction, including 1½ hours of insurance continuing education, designed to provide general information on UNUM short term care group plans, trends affecting employers, controlling costs, the marketplace and disability products. No offerings are scheduled pending course approval.

1.5 CH

Group Long Term Disability

This course addresses product knowledge of health insurance. The course is 2 hours of classroom instruction, including 1½ hours of insurance continuing education, designed to provide general information on UNUM long term care group plans, trends affecting employers, controlling costs, the marketplace and disability products. No offerings are scheduled pending course approval.

1.5 CH

Pacific Life

Financial Underwriting on Large Cases

This course addresses management. The course is 1 hour of classroom instruction designed to provide general information on financial underwriting concepts and practices, financial evaluation, market factors, a reference guide and case study. The course was held April 23, 1998. *1 CH*

Are You at Risk for Market Conduct Madness?

This course addresses management. The course is 2 hours of classroom instruction designed to provide general information on market conduct, company and regulator issues, market conduct error costs, and avoiding problems. The course was held April 21, 1998. *2 CH*

Life Insurance Opportunities & Pitfalls in Entity Based Valuation Discount Planning

This course addresses product knowledge of life insurance. The course is 1 hour of classroom instruction designed to provide general information on fair market value, Crummey and Christofani trusts, and life underwriter due diligence. The course was held April 21, 1998. *1 CH*

Employment Practices Liability Insurance--Employer's Caught in a Firestorm

This course addresses product knowledge of liability insurance. The course is 1 hour of classroom instruction designed to provide general information on lawsuits, liability coverages, and loss reduction. The course was held April 22, 1998. *1 CH*

The Five Levels of Estate Planning

This course addresses product knowledge of annuities. The course is 2 hours of classroom instruction designed to provide basic information on GRITs, GRATs, and QPRTs, irrevocable life insurance trusts and Crummey powers. The course was held April 23, 1998. *2 CH*

Group Term Carve Out Made Easy

This course addresses product knowledge of life insurance. The course is 1 hour of classroom instruction designed to provide general information on experience-rated and pooled group term insurance, advantages to employers and employees, installation, and servicing a plan. The course was held April 23, 1998. *1 CH*

Executive & Physician Compensation in Tax-exempt Organizations

This course addresses product knowledge of life insurance. The course is 1 hour of classroom instruction designed to provide basic information on tax-exempt organizations, employee benefits, eligible plans, term and cash-value life insurance and equity split dollar plans. The course was held April 23, 1998. *1 CH*

Reliastar Life Insurance Company

1998 Keeping Current

This course addresses product knowledge of life insurance. The course is 3 hours of classroom instruction designed to provide general information on variable universal life, split dollar insurance, and estate taxation. No offerings are scheduled pending course approval. *3 CH*

COURSE REVIEW SUMMARIES

The following courses have been reviewed by the continuing education program staff and are presented for Advisory Council action.

The sponsoring organizations have indicated appropriate attendance verification, instructor certification, student record maintenance, fee policies and examination administration.

Included at the end of most summaries is notation of a suggested credit hour assignment based on the materials submitted by the sponsoring organization for review. After review and recommendation by the advisory council, final determination of course approval and credit hour assignment shall be made by the commissioner.

Insurance Business Consultants

Trucking Risks II

This course addresses product knowledge of property insurance. The course is 12 hours of classroom instruction designed to provide specific information on cargo coverage, general liability, workers' compensation, and inspection of loads. The course is scheduled July 12, 1998. *12 CH*

FBL Education Services, Inc.

1998 Advanced Marketing Seminar

This course addresses product knowledge of life insurance. The course is 6 hours of classroom instruction, including 3 hours of insurance continuing education, designed to provide general information on variable universal life insurance, estate and retirement planning, and annuities. The course is scheduled May 18, 1998 *3 CH*

Pentera

Advanced Markets Online

This course addresses product knowledge of life insurance. The course is 20 hours of computer-based training designed to provide in-depth information on estate planning, business insurance, retirement plans and charitable giving, buy-sell agreements, deferred compensation and charitable remainder trusts. *20 CH*

United Insurance Educators

1997 Montana Law Changes

This course addresses insurance laws. The course is 3 hours of self-study correspondence text designed to address the 1997 legislative changes to Montana insurance statutes. This is an on-going offering. *3 CH*

Pictorial, Inc.

Montana 1997 Legislative Changes

This course addresses insurance laws. The course is 4 hours of self-study correspondence text designed to address the 1997 legislative changes to Montana insurance statutes. This is an on-going offering. *4 CH*

Redland Insurance Company/American Agrisurance

Agent 101 Training

This course addresses product knowledge of crop insurance. The course is 10 hours of classroom instruction designed to provide in-depth information on basic and crop provisions of the federal crop insurance program, production history and underwriting, insurable entities, actuarial/acreage reporting, and non-standard classification. The course is scheduled June 23, 1998. *10 CH*

Jewelers Mutual Insurance Company

Jewelers Block and Package Policy Workshop

This course addresses product knowledge of property insurance. The course is 9 hours of classroom instruction, including 5½ hours of insurance continuing education, designed to provide specific information on Jewelers Mutuals' Block, Craftsman and Package policies, security and loss reduction, claims and underwriting. The course was held April 23, 1998. *5.5 CH*

The following is a renewal submission of a course previously approved for Montana Insurance Continuing Education credit.

Redland Insurance Company/Property and Casualty

Property and Casualty Underwriting Seminar *1 CH*

INSURANCE CONTINUING EDUCATION ADVISORY COUNCIL

AGENDA

April 16, 1998

Sam Mitchell Building-Room 270

Telephone Conference

Call to order	3:30
Presentation of course renewals and summaries	3:40
Public Comment	3:50
Discussion of course renewals and summaries	4:10
Council direction to staff	4:20
Administrative Details	4:30

Next Meetings

May 14, 1998 - 3:30, Advisory Council Meeting, Telephone Conference

June 11, 1998 - 3:30, Advisory Council Meeting, Telephone Conference

Adjourn	4:30

April 13, 1998

Insurance Continuing Education Advisory Council

Conference Call Minutes

April 16,1998

The following are summary minutes of the Insurance Continuing Education Advisory Council.

The teleconference meeting of the Insurance Continuing Education Advisory Council was called to order in the conference room, State Auditor's Office, Sam Mitchell Building, at 3:30 pm.

Members Present - via phone

Mark Nelson, Insurance Department Non-Voting Member
Julie McDade, Public Member
John Bebee, Unaffiliated Insurance Agent Member
Tony Leenknecht, Montana Association of Life Underwriters Member

Staff Present

Mary Arnold, Continuing Education Program
Pam Pickett Recording Secretary
A list of others present is attached as Exhibit 1.

Presentation of Course Renewals and Summaries

Not everyone received addendum 2, Arnold was continuing to try to fax it to them.

Public Comment

none

Discussion of Course Renewals Summaries

Beebe moved to accept course review summaries as presented and recommended course approval to the commissioner. Leenknecht seconded the motion and the motion carried unanimously.

Council Direction to Staff

none

Administrative Details

May and June meeting dates were confirmed.

Adjournment

Leenknecht moved to adjourn, McDade seconded the motion. Motion carried.

COURSE REVIEW SUMMARIES

The following courses have been reviewed by the continuing education program staff and are presented for Advisory Council action.

The sponsoring organizations have indicated appropriate attendance verification, instructor certification, student record maintenance, fee policies and examination administration.

Included at the end of most summaries is notation of a suggested credit hour assignment based on the materials submitted by the sponsoring organization for review. After review and recommendation by the advisory council, final determination of course approval and credit hour assignment shall be made by the commissioner.

All courses on this summary are submitted as renewal of courses reviewed and approved during 1995. Sponsoring organizations have certified that these courses will continue to be offered as originally submitted.

Professional Liability Underwriting Society

Professional Liability RPLU Part II	*5 CH*
Professional Liability Non-Medical RPLU Part III	*5 CH*

College for Financial Planning

Foundations in Financial Planning	*15 CH*
CFPII: Retirement Planning	*17 CH*
CFPV: Estate Planning	*16 CH*
CFPI: Financial Planning Process & Insurance	*18 CH*
Asset Management Education Program	*10 CH*

State Farm Insurance

F696 - Homeowners Options & Endorsements	*1 CH*

COURSE REVIEW SUMMARIES

The following courses have been reviewed by the continuing education program staff and are presented for Advisory Council action.

The sponsoring organizations have indicated appropriate attendance verification, instructor certification, student record maintenance, fee policies and examination administration.

Included at the end of most summaries is notation of a suggested credit hour assignment based on the materials submitted by the sponsoring organization for review. After review and recommendation by the advisory council, final determination of course approval and credit hour assignment shall be made by the commissioner.

Aviation Insurance Association

Aviation Insurance Seminar 5-98

This course addresses product knowledge of property, casualty and liability insurance. The course is 8 hours of classroom instruction designed to provide specific information on misrepresentation, ethics, pollution exposure, ground and flight operation coverage, U.S./Canadian insurance issues, and insurance fraud. The course is scheduled May 3, 1998. *8 CH*

SAFECO Education Center

Indirect Loss Exposures

This course addresses product knowledge of property and casualty insurance. The course is 4 hours of classroom instruction designed to provide in-depth information on indirect loss exposures, ordinance or law endorsements, builder's risk coverage, business income and dependent properties coverage. The course is scheduled May 8, 1998. *4 CH*

Erickson-Larsen, Inc.

Insuring the Trucker

This course addresses product knowledge of property insurance. The course is 3 hours of classroom instruction designed to provide general information on trucking equipment, regulation, terminology and the impact on needed insurance. The course is scheduled September 22, 1998. *3 CH*

Aid Association for Lutherans

Disability Income Workshop (Safety Net)

This course addresses product knowledge of health insurance. The course is 3 hours of classroom instruction, that includes 1½ hours of insurance continuing education, designed to provide general information on replacement rules, underwriting and claims requirements, administrative requirements, sales, and calculating premiums. No offerings are scheduled pending course approval. *1.5 CH*

CBT Disability Income

This course addresses product knowledge of health insurance. The course is 4 hours of self-study computer-based training, that includes 1½ hours of insurance continuing education, designed to provide specific information on AAL contract provisions and benefits, disability income insurance overview, benefit calculations and disability income insurance features. This is an on-going offering. *1.5 CH*

Variable Annuity Workshop

This course addresses product knowledge of variable annuities. The course is 3 hours of classroom instruction, including 1½ hours of insurance continuing education designed to provide general information on the AAL variable annuity, retirement benefits, fixed versus variable annuities, and prospective buyers. No offerings are scheduled pending course approval. *1.5 CH*

American Express Financial Advisors

Education Funding Using Life Insurance

This course addresses product knowledge of life insurance. The course is 3 hours of classroom instruction, including 2 hours of insurance continuing education, designed to provide general information on education fund planning, funding vehicles, sales strategies and client analysis. No offerings are scheduled pending course approval. *2 CH*

COURSE REVIEW SUMMARIES

The following courses have been reviewed by the continuing education program staff and are presented for Advisory Council action.

The sponsoring organizations have indicated appropriate attendance verification, instructor certification, student record maintenance, fee policies and examination administration.

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Principal Mutual - Individual

Business Initiative

This course addresses product knowledge of life insurance. The course is 3½ hours of classroom instruction designed to provide general information on retirement planning, split dollar arrangements, corporate-owned insurance, and bonus arrangements. No offerings are scheduled pending course approval. *3.5 CH*

1998 ASC - Business Initiative

This course addresses product knowledge of life insurance. The course is 4 hours of classroom instruction, including 3½ hours of insurance continuing education, designed to provide general information on retirement planning, split dollar arrangements, corporate-owned insurance, and bonus arrangements. The course is scheduled May 21, 1998. *3.5 CH*

1998 ASC

This course addresses product knowledge of life insurance. The course is 4 hours of classroom instruction designed to provide general information on buy-sell estate planning for family-owned business, the Tax Relief Act of 1997 and Roth IRAs. The course is scheduled May 21, 1998. *4 CH*

American Society of CLU & ChFC

The following courses are part of the American Society CLU & ChFC certification program.

The Basics of Trust *2 CH*
Trusts in Estate Planning *2 CH*

Insurance Business Consultants, Inc.

Americans with Disabilities Act - How if Affects Insurance

This course addresses product knowledge of casualty insurance. The course is 3½ hours of classroom instruction designed to provide specific information on general liability and errors and omissions coverages for violations of the Americans with Disabilities Act in personnel actions. The course is scheduled May 10, 1998. *3.5 CH*

Mass Mutual Life Insurance Company

1998 Advanced Sales Seminar

This course addresses product knowledge of life insurance. The course is 8 hours of classroom instruction designed to provide general information on multi-generational estate planning, public offering of insurance companies, The Kugler System of estate and business planning. The course is scheduled April 23, 1998. *8 CH*

Montana Association of Life Underwriters

Disability Income: Your Economic Life Saver

This course addresses product knowledge of disability insurance. The course is 3 hours of classroom instruction designed to provide specific information on disability insurance, client need, disability planning, types of contracts, carrier selection and implementing coverage. The course is scheduled May 16, 1998. *3 CH*

Gain Credibility in the Business Market

This course addresses product knowledge of life insurance. The course is 1 hour of classroom instruction designed to provide specific information on essential provisions of a buy\sell plan, and when a buy/sell is appropriate. The course is scheduled May 15, 1998. *1 CH*

What it takes to be successful in the Life & Health Insurance Business & be of Service to Your Clients

This course addresses product knowledge of life and disability insurance, and marketing. The course is 2 hours of classroom instruction, including 1½ hours of insurance continuing education, designed to provide specific information on explaining estate planning, how to underwrite disability insurance, maintaining a client base, getting and calling referrals, using a business fact-finder and underwriting large cases. The course is scheduled May 15, 1998. *1.5 CH*

Northstar Insurance Services

Individual Disability Income Insurance & Long Term Care Insurance

This course addresses product knowledge of disability and health insurance. The course is 5 hours of classroom instruction designed to provide general information on underwriting, need for, and terminology of disability insurance and long-term care insurance. The course is scheduled October 13, 1998. *5 CH*

Credit Insurance: Fact & Fiction

This course addresses product knowledge of credit insurance. The course is 5 hours of classroom instruction designed to provide general information on credit insurance products, types of producers and insurance certificates. The course is scheduled October 27, 1998. *5 CH*

Business Uses of Life Insurance & Beneficiary Designations

This course addresses product knowledge of life insurance. the course is 5 hours of classroom instruction designed to provide general information on business organizations, buy-sell agreements, key employee and split dollar plans, and executive bonus. The course is scheduled October 13, 1998. *5 CH*

CPCU Society

The following course is part of the CPCU professional certification program.

The Year 2000 Crisis: Identifying & Managing Exposures *4 CH*

The National Alliance for Insurance Education & Research

The following courses are part of the National Alliance CIC certification program.

1998 James K. Ruble MEGA Seminar (FL) *18 CH*
James K. Ruble Advanced Truckers Seminar *18 CH*

The American College

The following course is part of the American College CLU and ChFC certification programs.

CE220 Long Term Care: Concepts & Alternatives *3 CH*

Kimberly Hausbeck

Basic Estate Planning for the Financial Advisor

This course addresses marketing capability. The course is 7½ hours of classroom instruction, including 3½ hours of insurance continuing education, designed to provide specific information on estate planning practices, team members, wills, ownership, and life insurance in estate planning. The course was held March 27, 1998. *3.5 CH*

Clientell, Inc

Planning for the Significant Estate

This course addresses product knowledge of life insurance. The course is 3 hours of classroom instruction designed to provide general information on estate components, revocable living trusts, using variable universal life and single premium variable universal life. No offerings are scheduled pending course approval. *3 CH*

COURSE REVIEW SUMMARIES

The following courses have been reviewed by the continuing education program staff and are presented for Advisory Council action.

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American Express Financial Advisors

1998 Annual Compliance Meeting

This course addresses product knowledge of life insurance. The course is 2 hours of classroom instruction designed to provide general information on life insurance market conduct, market conduct behaviors, business practices and requirements of the Insurance Marketplace Standards Association. No offerings are scheduled pending course approval. *2 CH*

Northwestern Mutual Life Insurance Company

The following course was previously reviewed as an submission bey the University of Montana, School of Law.

Estate Planning Techniques & Tips *7 CH*

Pictorial, Inc.

The following course replaces the previous course edition of the same name. Course content has not been substantially modified.

Commercial Crime Coverage, 3rd Edition *10 CH*

Center for Video Education, Inc.

Ethics in the Insurance Industry - correspondence

This course addresses ethics. The course is 8 hours of self-study text and video tape instruction designed to provide specific information on personal ethics, ethics and the law, conflicts of interest, IRIN, Life Insurance Ethical Market Conduct Program, ethical dilemmas, and ethical issues. This is an on-going offering. *8 CH*

Ethics in the Insurance Industry - classroom

This is the classroom offering of the course summarized above. The course is scheduled May 15, 1998. *8 CH*

National Association of Insurance Women

Providing Healthcare Data to Client Groups

This course addresses ethics. The course is 2 hours of classroom instruction designed to provide specific information on ethics of distributing medical record information and proposed national legislation on restrictions of the use and distribution of medical information. The course is scheduled June 20, 1998. *2 CH*

Regulatory Compliance

This course addresses management. The course is 3 hours of classroom instruction designed to provide general information on insurance regulation, levels of regulation, prohibited practices, the NAIC, regulation on marketing and underwriting practices. The course is scheduled June 19, 1998. *3 CH*

General Loss Control

This course addresses management. The course is 4 hours of classroom instruction designed to provide general information on risk evaluation, loss control management, identifying and analyzing hazards, loss control measures, exposure avoidance, ergonomics and crime/workplace violence. The course is scheduled June 16, 1998. *4 CH*

National Association of Surety Bond Producers

The following course is part of the National Association of Surety Bond Producers certification program.

Claims and the Pro-active Surety *6 CH*

State Farm Insurance

L198 - Life Insurance Retirement Income Alternative

This course addresses product knowledge of life insurance. The course is 1 hour of classroom instruction designed to provide general information on retirement income and using universal life insurance to increase retirement income. No offerings are scheduled pending course approval. *1 CH*

CIGNA/Connecticut General Life Insurance Company

Estate Planning (Basic)

This course addresses product knowledge of life insurance. The course is 1 hour of classroom instruction, including ½ hour of insurance continuing education, designed to provide basic information on revocable and irrevocable trusts and funding irrevocable trusts with life insurance. This course was held December 4, 1997. *.5 CH*

Montana Land Title Association

MLTA 1998 Educational Seminar

This course addresses title insurance. The course is 9½ hours of classroom instruction designed to provide specific information on water rights, forgery, endorsements and judicial proceedings affecting title. The course is scheduled May 8, 1998. *9.5 CH*

Billings Insurance Associates

The following course is part of the AICPCU Society certification, but is being offered without the examination required for AICPCU credit.

Delivering Insurance Services *5 CH*

Stewart Title Guaranty Company

Montana Spring Title Seminar - 1998

This course addresses title insurance. The course is 7½ hours of classroom instruction, including 6 hours of insurance continuing education, designed to provide specific information on mining claims, railway rights-of-way, endorsements, and vesting interests. The course is scheduled April 16, 1998. *6 CH*

Life Underwriter Training Council

The following course is part of the Life Underwriter Training Council LUTC certification program.

Million Dollar Round Table 1998 Annual Meeting *6 CH*

INSURANCE CONTINUING EDUCATION ADVISORY COUNCIL

AGENDA

~~January 29~~ 3-17, 1998

Sam Mitchell Building-Room 270

Telephone Conference

Call to order	3:30
Presentation of course renewals and summaries	3:40
Public Comment	3:50
Discussion of course renewals and summaries	4:10
Council direction to staff	4:20
Administrative Details	4:30

Next Meetings

April 16, 1998 - 3:30, Advisory Council Meeting, Telephone Conference

May 14, 1998 - 3:30, Advisory Council Meeting, Telephone Conference

Adjourn	4:30

March 17, 1998

Insurance Continuing Education Advisory Council

Conference Call Minutes

March 19,1998

The following are summary minutes of the Insurance Continuing Education Advisory Council.

The teleconference meeting of the Insurance Continuing Education Advisory Council was called to order in the conference room, State Auditor's Office, Sam Mitchell Building, Room 270, at 10:30 a.m.

Members Present - via phone

Mark Nelson, Insurance Department Non-Voting Member
Billy Bolt, Professional Insurance Agents of Montana Member
Tony Leenknecht, Montana Association of Life Underwriters Member
John Bebee, Unaffiliated Insurance Agency Member

Staff Present

Mary Arnold, Continuing Education Program
Pam Pickett Recording Secretary

Presentation of Course Renewals and Summaries

Mary Arnold presented the courses.

Public Comment

Ron Ashenbrenner, has no comment.

Discussion of Course Renewals Summaries

John Bebee moved to accept course review summaries as presented and recommended course approval to the commissioner. Tony Leenknecht seconded, motion carried unanimously.

Council Direction to Staff

None.

Administrative Details

The next meetings are: April 16, 1998 at 10:30 a.m.
May 14, 1998 at 10:30 a.m.

Adjournment

Billy Bolt made a motion to adjourn. Tony Leenknecht seconded, the motion carried unanimously.

0 **COURSE REVIEW SUMMARIES**

The following courses have been reviewed by the continuing education program staff and are presented for Advisory Council action.

The sponsoring organizations have indicated appropriate attendance verification, instructor certification, student record maintenance, fee policies and examination administration.

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Principal Mutual - Individual

Adjustable Life - Business

This course addresses product knowledge of life insurance. The course is 1 hour of classroom instruction designed to provide basic information on adjustable life insurance, split dollar plans, business succession plans and selective executive retirement plans. No offerings are scheduled pending course approval. *1 CH*

Adjustable Life - Personal

This course addresses product knowledge of life insurance. The course is 1 hour of classroom instruction designed to provide basic information on adjustable life insurance, comparison to whole and universal life, partial surrenders and estate creation. No offerings are scheduled pending course approval. *1 CH*

Adjustable Life

This course addresses product knowledge of life insurance. The course is 2 hour of classroom instruction designed to provide basic information on adjustable life insurance, comparison to whole and universal life, partial surrenders and estate creation, business succession plans, selective executive retirement plans and executive bonus. No offerings are scheduled pending course approval. *1 CH*

National Association of Surety Bond Producers

The following course is part of the NASBP certification program.

Controlled Insurance Program *1.5 CH*

American Skandia

Roth IRA

This course addresses product knowledge of variable annuities. The course is 1 hour of classroom instruction designed to provide general information on Roth IRAs and allowed investment in annuities with these taxed savings. No offerings are scheduled pending course approval. *1 CH*

Mid-State School of Insurance

How SIMPLE Can It Be?

This course addresses marketing. The course is 6 hours of classroom instruction designed to provide general information on SIMPLE retirement plans, allowable investments, comparison with other retirement options and defined contribution plans. No offerings are scheduled pending course approval. *6 CH*

International Society of Certified Employee Benefit Specialists

The following course is part of the International Society CEBS certification program.

1998 ISCEBS Continuing Education Course *15 CH*

M Financial Group

1998 M Financial MPRO Meeting

This course addresses product knowledge of life insurance. The course is 5½ hours of classroom instruction designed to provide specific information on variable insurance compliance, due care, executive benefits for non-profit entities, charitable planning, wealth transfer. The course is scheduled April 22, 1998. *5.5 CH*

American Society of CLU & ChFC

The following course is part of the American Society PACE certification program.

Estate & Financial Planning for the Retired *3 CH*

Life Underwriter Training Council

The following course is part of the LUTC certification program.

AALU 1998 Annual Meeting *12 CH*

ClienTell, Inc.

Heritage: Long Term Care Planning

This course addresses product knowledge of life and health insurance. The course is 2 hours of classroom instruction designed to provide general information on reverse mortgages, Medicare, Medicaid, Medi-gap insurance, and long term care facilities. No offerings are scheduled pending course approval. *2 CH*

Great West Casualty Company

Motor Carrier Coverages II

This course addresses product knowledge of property and casualty insurance. The course is 13 hours of classroom instruction, including 9 hours of insurance continuing education, designed to provide specific information on general liability and umbrella policies, motor truck cargo coverages, liability claims, cargo claims, loss prevention, underwriting, and subrogation. The course is scheduled April 30, 1998. *9 CH*

Assurex International

1998 Spring Education Conference

This course addresses management. The course is 4 hours of classroom instruction, including 1 hour of insurance continuing education, designed to provide specific information on global errors and omissions claims. The course is scheduled April 4, 1998. *1 CH*

Pictorial, Inc.

The Producer's Guide to Market Conduct

This course addresses management. The course is 5½ hours of self-study correspondence text designed to provide general information on ethics, professional competence, ethical approach and proper sale. This is an on-going offering. *5.5 CH*

Human Technology Partnership

The following Pictorial courses were previously summarized and recommended for approval by the Advisory Council.

Disability Income Concepts	*5 CH*
Long Term Care	*8 CH*
Medicare and Medigap Insurance	*8 CH*

Montana Land Title Association

The following course was summarized for the Advisory Council meeting October 9, 1997.

1997 Legislative Changes to Montana Property and Casualty Insurance Statutes	*1 CH*

COURSE REVIEW SUMMARIES

The following courses have been reviewed by the continuing education program staff and are presented for Advisory Council action.

The sponsoring organizations have indicated appropriate attendance verification, instructor certification, student record maintenance, fee policies and examination administration.

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CIGNA/Connecticut General Life Insurance Company, Inc.

The Taxpayer Relief Act of 1997

This course addresses product knowledge of life insurance and annuities. The course is 1 hours of classroom instruction designed to provide general information on tax changes for charitable gifts and trusts, appreciated property, retirement income, education funding and SIMPLE pensions. No offerings are scheduled pending course approval. *1 CH*

American Society of CLU & ChFC

The following course is part of the American Society PACE certification program.

1998 Estate and Business Planning Symposium *6 CH*

Harrington Education Center

A World Without Boundaries

This course addresses product knowledge of life insurance and variable annuities. The course is 1 hour of classroom instruction designed to provide general information on the impact of global economic trends on life insurance and annuity products. No offerings are scheduled pending course approval. *1 CH*

Canada Life

1998 Selling Strategies Forum

This course addresses product knowledge of life insurance and variable annuities. The course is 7½ hours of classroom instruction designed to provide specific information on income in respect of a decedent, group underwriting, irrevocable life insurance trusts, and legal aspects of life insurance. The course is scheduled April 2, 1998. *7.5 CH*

Hartford Fire Insurance

Advanced Worker's Compensation

This course addresses product knowledge of casualty insurance. The course is 15 hours of classroom instruction designed to provide specific information on retrospective rating, variables affecting insurance charge, retrospective premiums and adjustments, and the features of a large deductible workers' compensation plan. The course is scheduled April 6, 1998. *15 CH*

Principal Mutual-Individual

1998 Premier Produce Workshop

This course addresses product knowledge of life, health and disability insurance. The course is 5 hours of classroom instruction designed to provide general information on disability income insurance, executive compensation, and tax leverage funding of estate plans. The course is scheduled June 1, 1998. *5 CH*

Wood Logan Associates, Inc.

Capital Gain Tax Impact On Variable Annuities

This course addresses product knowledge of variable annuities. The course is 1 hour of classroom instruction designed to provide basic information on variable annuity growth and use of variable annuities in non-qualified long term savings plans. No offerings are scheduled pending course approval. *1 CH*

Transamerica Occidental Life Insurance Company

New Tricks to Split Dollar

This course addresses product knowledge of life insurance. The course is 1 hour of classroom instruction designed to provide general information on employee benefit split dollar plans, irrevocable trusts outside unified trusts and private split dollar plans. No offerings are scheduled pending course approval. *1 CH*

ABC Self Study, Inc.

Personal Property Insurance

This course addresses product knowledge of property insurance. The course is 62 pages of self-study correspondence text designed to provide general information on inland marine floaters, coverage of coin collections, watercraft, yachts, personal umbrella coverage, replacement costs, claims and outboard motor protection. This is an on-going offering. *5 CH*

Annuity and Life Plans

This course addresses product knowledge of life insurance and variable annuities. The course is 107 pages of self-study correspondence text designed to provide general information on annuity basics, types of annuities, advantages, disadvantages provisions, exclusions, restrictions and settlement options. This is an on-going offering. *8 CH*

All American Life Insurance Company

Introduction to Business Insurance

This course addresses product knowledge of life insurance. The course is 3 hours of classroom instruction designed to provide general information on business-related life insurance principles, purpose and tax considerations. The course is scheduled May 1, 1998. *3 CH*

SAFECO Education Center

Achieving Harmony: Agency-Insurer Relations & E&O Risk Management

This course addresses management. The course is 1 hour of classroom instruction designed to provide general information on identifying common and contract law obligations, identifying errors and omissions risk and reducing that risk. The course is scheduled April 15, 1998. *1 CH*

Balancing Risk & Reward: Agency Customer Relations & E&O Risk Management

This course addresses management. The course is 1 hour of classroom instruction designed to provide general information on identifying errors and omissions exposures, risk management, and customer service liability. The course is scheduled April 15, 1998. *1 CH*

Case of the Solvency Sleuth: Agency Customer Relations & E&O Risk Management

This course addresses management. The course is 1 hour of classroom instruction designed to provide general information on characteristics of insolvent carriers, solvency and coverage placement, potential carrier trouble and errors and omissions. The course is scheduled April 15, 1998. *1 CH*

Small Mistakes...BIG PROBLEMS: An Introduction to Agency Errors and Omissions

This course addresses management. The course is 1 hour of classroom instruction designed to provide general information on identifying errors and omissions exposures, risk management, legal roles and obligations of the agent, and three areas where E & O problems occur. The course is scheduled April 15, 1998. *1 CH*

General American Life Insurance Company

Estate Planning School 1998-correspondence

This course addresses product knowledge of life insurance and variable annuities. The course is 8 hours of self-study audiotape designed to provide general information on use of trusts, family limited partnerships, charitable planning, and post mortem planning. This is an on-going offering. *8 CH*

Great West Casualty Company

Transportation Trends & Products

This course addresses product knowledge of property and casualty insurance. The course is 7 hours of classroom instruction designed to provide general information on liability and environmental claims, errors and omissions, employment practices liability, safety and loss control, screen efforts and driver training. The course is scheduled April 16, 1998. *7 CH*

SunAmerica Life Insurance

Annuity Structuring and Exchanges

This course addresses product knowledge of annuities. The course is 2 hours of classroom instruction designed to provide general information on structuring annuities, and asset transfers to annuities. No offerings are scheduled pending course approval. *2 CH*

How to Apply Variable Annuities Applications & Taxation Principles

This course addresses product knowledge of annuities. The course is 221 pages of self-study correspondence text designed to provide specific information on annuity basics, annuity structure, distribution, retirement planning, and annuity legislation. This is an on-going offering. *12 CH*

Montana Farmers Union Insurance Agency, Incorporated

The following course was summarized for the Advisory Council meeting of October 9, 1997.

1997 Legislative Changes in Montana Life and Disability Insurance Statutes *2 CH*

Insurance Business Consultants, Inc.

Advanced Liability 1998

This course addresses product knowledge of liability insurance. The course is 12 hours of classroom instruction designed to provide specific information on wholesale insurance, coverage through retail agents, non-admitted carriers, and pollution coverage. The course is scheduled April 19, 1998. *12 CH*

The National Alliance for Insurance Education & Research

The following courses are part of the National Alliance CIC certification program.

1998 James K. Ruble Multiple Topic Seminar (IL) *20 CH*
1998 James K. Ruble Advanced Coverage Seminar *20 CH*
James K. Ruble Life and Benefits Seminar *20 CH*

Lowell Hanson

The following individual course submission is for a course which was reviewed and recommended for approval by the Advisory Council May 3, 1997 after the licensee completed the course.

Estate Planning - Graduate I - FICF Program, Dearborn R & R Newkirk *10 CH*

Robert Ricky Jones

The following course is part of the Society for CPCU certification program. No Montana licenses requested submission of the course prior to the offering.

1997 Annual Meeting, Society of CPCU *16 CH*

Rocky Mountain College-Outreach

The Taxpayer Relief Act of 1997

This course addresses management. The course is 6 hours of classroom instruction designed to provide specific information on the Taxpayer Relief Act of 1997 and the impact of these law changes on insurance and annuity policies and retirement plans. The course was held January 8, 1998. *6 CH*

COURSE REVIEW SUMMARIES

The following courses have been reviewed by the continuing education program staff and are presented for Advisory Council action.

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Wood Logan Associates

Taxpayer Relief Act of 1997: Impact on Variable Annuity Products

This course addresses product knowledge of variable annuities. The course is 4 hours of classroom instruction designed to provide specific information on the effect of tax law revision on variable annuity investment, taxation and gains. No offerings are scheduled pending course approval. *4 CH*

Tacoma-Pierce County Insurance Women

Arson & Fraud

This course addresses ethics and management. The course is 2½ hours of classroom instruction designed to provide general information on arson, the impact of fraudulent claims on insurance companies, arson and insurance fraud prevention and awareness programs. The course is scheduled March 19, 1998. *2.5 CH*

Underwriting for Non-Underwriters

This course addresses product knowledge of property and casualty insurance. The course is 2 hours of classroom instruction designed to provide general information on commercial underwriting factors, workers' compensation, automobile and homeowners underwriting, and assessing risk. The course is scheduled March 21, 1998. *2 CH*

Ethics - Ethical Behavior for Insurance Agents

This course addresses ethics. The course is 2 hours of classroom instruction designed to provide general information on insurance and business ethics, deceitful practices, agency and employee ethics and developing and enforcing ethical behavior. The course is scheduled March 20, 1998. *2 CH*

Noble Continuing Education

Health Insurance Contracts

This course addresses product knowledge of health insurance. The course is 55 pages of self-study correspondence text designed to provide general information on disability policy content, comprehensive major medical and medical expense policies, Medicare, Medicaid and Medi-gap insurance, group health and policy delivery. This is an on-going offering. *4 CH*

Inland Marine Underwriter

This course addresses product knowledge of property and casualty insurance. The course is 72 pages of self-study correspondence text designed to provide general information on transportation policies, contract clauses, coverages and exclusions, underwriting and claims adjusting. This is an on-going offering. *4.5 CH*

Consumer Protection

This course addresses management. The course is 25 pages of self-study correspondence text designed to provide general information on agent duties, ethical behavior, conflicts of interest and unfair claims practices. This is an on-going offering. *2 CH*

Classification of Risks

This course addresses management. The course is 56 pages of self-study correspondence text designed to provide general information on selection and classification of risks, insuring substandard risk and reinsurance. This is an on-going offering. *4 CH*

Life Policies I

This course addresses product knowledge of life insurance. The course is 60 pages of self-study correspondence text designed to provide general information on universal, term, whole, variable and group life insurance policies, policy features and contracts. This is an on-going offering. *6.5 CH*

Long-Term Care

This course addresses product knowledge of health insurance. The course is 43 pages of self-study correspondence text designed to provide general information on health care costs, long-term care policies, Medicare, Medicaid and Medi-gap policies, types of policies, coverages and product alternatives. This is an on-going offering. *3.5 CH*

Wealth Transfer Educational Systems

Institute of Advanced Wealth Transfer Strategies

This course addresses product knowledge of life insurance. The course is 8 hours of classroom instruction designed to provide specific information on marital deduction form estate taxation, life insurance trusts, Crummey and Christifoni, family discount life insurance, charitable giving, and tax deductible charitable life. The course was held March 3, 1998. *8 CH*

CNA Life Insurance Co.

Business Continuation & Case Study

This course addresses product knowledge of life insurance. The course is 2½ hours of classroom instruction, including 1 hour of insurance continuing education, designed to provide specific information on life insurance funded buy-sell agreements. The course was held January 22, 1998. *1 CH*

Split Dollar Phobia

This course addresses product knowledge of life insurance. The course is 2½ hours of classroom instruction, including 1½ hours of insurance continuing education, designed to provide specific information on split dollar plans. The course is scheduled April 23, 1998. *1.5 CH*

Estate & Business Continuation Planning

This course addresses product knowledge of life insurance. The course is 2½ hours of classroom instruction designed to provide general information on insurance-based buy-sell agreements, key employee insurance and life insurance trusts. No offerings are scheduled pending course approval. *2.5 CH*

Equity Split Dollar

This course addresses product knowledge of life insurance. The course is 2½ hours of classroom instruction designed to provide general information of the IRS Technical Advice Memorandum regarding split dollar plans. No offerings are scheduled pending course approval. *2.5 CH*

General American Life Insurance Company

Advanced Underwriting Estate Planning School 1998

This course addresses product knowledge of life insurance. The course is 16 hours of classroom instruction, including 8 hours of insurance continuing education designed to provide specific information on family limited partnerships, charitable and post mortem planning, pensions and qualified plans and the effects of the Taxpayer Relief Act of 1997. The course is scheduled March 26, 1998. *8 CH*

Mutual of Omaha Companies

Trifecta of Executive Compensation, Business Insurance and Business Continuation Planning

This course addresses product knowledge of life insurance. The course is 3½ hours of classroom instruction, including 3 hours of insurance continuing education, designed to provide specific information on business insurance planning, split dollar, key employee, executive bonus and deferred compensation planning, and planning technique suitability. No offerings are scheduled pending course approval. *3 CH*

Estate Planning Techniques

This course addresses product knowledge of life insurance. The course is 3½ hours of classroom instruction, including 3 hours of insurance continuing education designed to provide specific information on estate planning basics, second-to-die life insurance policies, irrevocable insurance trusts, family limited partnerships and oversights in estate planning. No offerings are scheduled pending course approval. *3 CH*

Estate Planning

This course addresses product knowledge of life insurance. The course is 28 hours of classroom instruction, including 12 hours of insurance continuing education, designed to provide general information on the estate planning process, life insurance in estate plans, second-to-die versus single life policies, structuring ownership, life underwriting and planning techniques. No offerings are scheduled pending course approval. *12 CH*

Business Insurance

This course addresses product knowledge of life insurance. The course is 28 hours of classroom instruction, including 11½ hours of insurance continuing education, designed to provide general information on business forms and taxation, business continuation planning, buy-sell, key employee protection, executive compensation, split dollar plans, executive bonus and deferred compensation. No offerings are scheduled pending course approval. *11.5 CH*

Retirement Planning

This course addresses product knowledge of life insurance and annuities. The course is 28 hours of classroom instruction, including 11 hours of insurance continuing education designed to provide specific information on retirement plans, qualified, defined benefit and contribution plans, funding options, and plan installation. The course is scheduled March 30, 1998. *11 CH*

Principal Mutual-Individual

The following Pentera course was summarized for the Advisory Council meeting December 12, 1994 and recommended for renewal at the Advisory Council meeting December 12, 1996.

Advanced Markets Manual & Orientation *12 CH*

Life Underwriter Training Council

The following course is part of the Life Underwriter Training Council LUTC certification program.

Charting an Ethical Course for the Multiline Agent *8 CH*

HalfMoon LLC

Montana Real Estate Titles and Title Insurance

This course addresses product knowledge of title insurance. The course is 6 hours of classroom instruction designed to provide specific information on surveys and review techniques, legal descriptions, reviewing title records, obtaining title insurance, transferring title, and curing title defects. The course is scheduled April 17, 1998. *6 CH*

National Association of Insurance Women

Personal and Small Commercial Risk Manager

This course addresses marketing. The course is 2½ ours of classroom instruction designed to provide general information on client los potential, reducing loss exposure, risk transfer and implementing a risk management program. The course is scheduled April 16, 1998. *2.5 CH*

The National Alliance for Insurance Education & Research

The following courses are part of the National Alliance for Insurance Education and Research Certified Risk Manager and Certified Insurance Counselor certification programs.

Risk Administration-II	*17 CH*
1998 James K. Ruble MEGA Seminar (CO)	*20 CH*
James K. Ruble Health Care Entities Seminar	*20 CH*
Dynamics of Sales Management	*7 CH*
1998 Ruble International Seminar	*12 CH*

Mountain West Farm Bureau

Annuity Concepts

This course addresses product knowledge of annuities. The course is 2½ hours of classroom instruction designed to provide general information on fixed, variable and immediate annuities, and split annuities. The course was held February 20, 1998 *2.5 CH*

1998 Underwriting Review

This course addresses product knowledge of property insurance. The course is 1 hour of classroom instruction designed to provide general information on insurance policy audits to determine on-going use and coverage need for insured property. The course was held February 19, 1998. *1 CH*

National Association of Surety Bond Producers

The following course was previously summarized for the Advisory Council meeting of August 1997.

Introduction to Finite Risk *2 CH*

Insurance Company of the West

Surety Contract Underwriting and Ethics

This course addresses product knowledge of surety bonds and ethics. The course is 9 hours of classroom instruction designed to provide specific information on contractor operations, review underwriting, surety ethics, relations between the contractor and surety. The course is scheduled March 19, 1998. *9 CH*

COURSE REVIEW SUMMARIES

The following courses have been reviewed by the continuing education program staff and are presented for Advisory Council action.

The sponsoring organizations have indicated appropriate attendance verification, instructor certification, student record maintenance, fee policies and examination administration.

Included at the end of most summaries is notation of a suggested credit hour assignment based on the materials submitted by the sponsoring organization for review. After review and recommendation by the advisory council, final determination of course approval and credit hour assignment shall be made by the commissioner.

All courses on this summary are submitted as renewal of courses reviewed or renewed and approved during 1996. Sponsoring organizations have certified that these courses will continue to be offered as originally submitted.

Pictorial, Inc.

Commercial Crime Rating	*10 CH*
Commercial General Liability Rating	*8 CH*
Commercial Property Rating	*5 CH*
Commercial Inland Marine Coverage	*9 CH*
Commercial Crime Coverage	*10 CH*
Commercial Auto Rating	*10 CH*
Annuity Concepts	*5 CH*
Business Insurance Concepts	*15 CH*
Business Continuation Training Course	*15 CH*
Estate Planning Concepts	*12 CH*
Financial Planning Process Course	*15 CH*
Estate Planning Training Course	*15 CH*
Pension Planning Training Course	*15 CH*
Insurance Fraud Awareness	*6 CH*

United Insurance Educators. Inc.

Financial Planning for Women	*10 CH*

Insurance Business Consultants, Inc

Employee Practices Liability Coverages	*1 CH*

State Farm Insurance

C296 - Fidelity & Surety Bonds	*1 CH*
C196 - Apartment & Condominium/Association Policy Coverage	*.5 CH*
A396 - Auto Rating Review	*1 CH*
A296 - The Auto Information Bowl	*.5 CH*
A196 - Selection of Eligible Business	*.5 CH*
C396 - Underwriting Business Insurance	*1.5 CH*
M196 - Ethics and Us	*2 CH*
L296 - Basic Life	*1.5 CH*
L196 - Cash Value & Dividends	*1 CH*
H496 - Mortgage Disability Income & Hospital Income Policy	*1 CH*
H396 - Health Insurance Review Forum	*1 CH*
H296 - Disability Insurance	*1.5 CH*
H196 - Mortgage Disability Income	*.5 CH*
F596 - Fire Information Bowl	*.5 CH*
F496 - Homeowners Underwriting Guide	*.5 CH*
F396 - Homeowners Section 2	*.5 CH*
F296 - Homeowners Section 1	*.5 CH*
C1196 - Underwriting Contractors Insurance	*.5 CH*
C1096 - Underwriting Church Insurance	*.5 CH*
C996 - Underwriting Apartment & Condominium/Association Insurance	*.5 CH*
C896 - Premises/Personal Liability Policy Workshop	*.5 CH*
C796 - Church Policy Coverage & IV	*1 CH*
C696 - Business Policy IV	*.5 CH*
C596 - Business Policy Coverage Workshop	*1 CH*
C496 - Apartment & Condominium IV	*.5 CH*
L396 - Promises Made & Paid	*1 CH*
L596 - Brush Up on Annuities	*2 CH*
L696 - Underwriting Potpourri	*2 CH*
A596 - Non-owned Auto Exposure and Coverages	*.5 CH*
A496 - Commercial Vehicles	*2 CH*

John Hancock Mutual Life Insurance Company

Annuities	*10 CH*
Business Insurance	*16 CH*
Estate Planning	*15 CH*
Ethics for the Insurance Professional	*16 CH*
Introduction to Products	*5 CH*
Introduction to Life Underwriting	*10 CH*
Long-Term Care	*10 CH*
Principles of Retirement Planning	*10 CH*
Survey of Advanced Sales	*10 CH*
Total Needs Selling	*7 CH*

INSURANCE CONTINUING EDUCATION ADVISORY COUNCIL

AGENDA

January 29, 1998
Sam Mitchell Building-Room 270
Telephone Conference

Call to order	3:30
Presentation of course renewals and summaries	3:40
Public Comment	3:50
Discussion of course renewals and summaries	4:10
Council direction to staff	4:20
Administrative Details	4:30

Next Meetings

February 26, 1998 - 3:30, Advisory Council Meeting, Telephone Conference

March 19, 1998 - 3:30, Advisory Council Meeting, Telephone Conference

Adjourn	4:30

January 26, 1998

Insurance Continuing Education Advisory Council

Conference Call Minutes

January 29, 1998

The following are summary minutes of the Insurance Continuing Education Advisory Council.

The teleconference meeting of the Insurance Continuing Education Advisory Council was called to order in the conference room, State Auditor's Office, Sam Mitchell Building, at 3:30 pm.

Members Present - via phone

Mark Nelson, Insurance Department Non-Voting Member
Bill Bolt, Professional Insurance Agents of Montana Member
John Bebee, Unaffiliated Insurance Agent Member
Robin Boon, Independent Insurance Agents of Montana Member
Tony Leenknecht, Montana Association of Life Underwriters Member

Staff Present

Mary Arnold, Continuing Education Program
Pam Pickett

A list of others present is attached as Exhibit 1.

Presentation of Course Renewals and Summaries

One of the fax's was not received by all parties, Mary re-faxed the course summaries again.

Public Comment

None

Discussion of Course Renewals Summaries

Tony moved to accept course review summaries as presented and recommended course approval to the commissioner. Motion carried.

Council Direction to Staff

None.

Administrative Details

Next meetings:

February 26, 1998 - 3:30, telephone conference
March 19, 1998 - 3:30, telephone conference

Robin moved to adjourn, Tony seconded motion, motion carried.

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COURSE REVIEW SUMMARIES

The following courses have been reviewed by the continuing education program staff and are presented for Advisory Council action.

The sponsoring organizations have indicated appropriate attendance verification, instructor certification, student record maintenance, fee policies and examination administration.

Included at the end of most summaries is notation of a suggested credit hour assignment based on the materials submitted by the sponsoring organization for review. After review and recommendation by the advisory council, final determination of course approval and credit hour assignment shall be made by the commissioner.

All courses on this summary are submitted as renewal of courses reviewed or renewed and approved during 1996. Sponsoring organizations have certified that these courses will continue to be offered as originally submitted.

Fortis

Charitable Giving 0895	*1 CH*
Focus on Variable Universal Life	*2 CH*
Individual Medical PT1093R	*1.5 CH*

Western Reserve Life Assurance Co of Ohio

Business & Estate Planning Seminar	*12 CH*
Qualified Retirement Plans Program	*2 CH*
Supplemental Executive Retirement Plans	*2 CH*

The American College

CE 110 Choosing the Best Qualified Retirement Plan	*5 CH*
CE 111 Wealth Accumulation Planning and the Role of Insurance	*5 CH*
CE 112 Social Security	*3 CH*
CE 113 Introduction to Estate and Gift Tax Planning	*4 CH*
CE 114 Introduction to Retirement Planning	*3 CH*
CE 115 Disability Income Insurance	*3 CH*
CE 116 The Use of Life Insurance in Estate Planning	*3 CH*
CE 117 Federal Gift Taxation	*3 CH*
CE 118 Nonqualified Deferred-Compensation Plans	*3 CH*
CE 119 The Valuation of a Closely Held Business	*3 CH*
CE 120 Charitable Giving as an Estate Planning Technique	*3 CH*
CE 121 Fixed & Variable Annuities and Their Taxation	*5 CH*
CE 130 Ethics in Life Insurance and Related Financial Services	*8 CH*
CE 150 Insurance and Financial Planning for the Older Client	*15 CH*
CE 151 Managing Sales Professionals	*2 CH*
CE 152 Disability Income: The Changing Environment	*15 CH*
CE 154 Long Term Care Insurance	*15 CH*
CE 104 Financial Planning 2000	*15 CH*
CE 204 Choosing a Retirement Plan for the Business & Business Owner	*3 CH*
CE 208 Ethical Decisions in Life Insurance	*3 CH*
CE 209 Cafeteria Plans: Concepts and Design	*3 CH*
CE 211 Understanding and Explaining First- and Second-to-Die Life Insurance Products	*3 CH*
CE 212 Understanding and Explaining Variable Life and Variable Annuity Products	*3 CH*
CE 213 The Role of Insurance Protection in Financial Planning	*3 CH*
CE 214 Estate planning Strategies Using Life Insurance	*3 CH*
CE 215 Executive Benefit Planning	*3 CH*
CE 216 Health Insurance Planning for the Older Client	*3 CH*
CE 217 Keeping the Family Business	*3 CH*
GS 803 Financial Statement Analysis	*15 CH*
GS 805 Managing the Financial Services Enterprise	*7 CH*
GS 810 Financial Institutions	*7 CH*
GS 811 Security Analysis and Portfolio Management	*15 CH*
GS 812 Business Valuation	*15 CH*
GS 814 Advanced Pension and Retirement Planning I	*15 CH*
GS 815 Advanced Estate Planning I	*15 CH*
GS 816 Advanced Estate Planning II	*15 CH*

The American College, continued

GS 817 Personal Tax Planning	*15 CH*
GS 818 Estate and Gift Tax Law and Planning	*20 CH*
GS 821 Professionals and Organizational Behavior	*2 CH*
GS 822 Human Resource Management	*2 CH*
GS 823 Marketing Management	*7 CH*
GS 824 Decision Making in Financial Services	*2 CH*
GS 825 Strategic Management Planning Applications	*7 CH*
GS 831 Ethics and Human Values	*12 CH*
GS 841 Professional Self-Management	*2 CH*
GS 842 Executive Compensation	*15 CH*
GS 843 Advanced Pension and Retirement Planning II	*15 CH*
HS 124 Legal Aspects of Life Insurance Part I	*10 CH*
HS 224 Legal Aspects of Life Insurance Part II	*10 CH*
HS 312 Group Health Insurance	*15 CH*
HS 313 Individual Health Insurance	*20 CH*
HS 315 Property and Liability Insurance	*15 CH*
HS 318 Insurance and Financial Planning	*20 CH*
HS 320 Fundamentals of Financial Planning	*15 CH*
HS 321 Income Taxation	*15 CH*
HS 322 The Financial System in the Economy	*15 CH*
HS 323 Individual Life Insurance	*15 CH*
HS 324 Life Insurance Law (Revised)	*15 CH*
HS 325 Group Benefits	*15 CH*
HS 326 Planning for Retirement Needs	*15 CH*
HS 328 Investments	*15 CH*
HS 329 Wealth Accumulation	*15 CH*
HS 330 Fundamentals of Estate Planning I	*15 CH*
HS 331 Planning for Business Owners and Professionals	*15 CH*
HS 332 Financial Planning Applications	*15 CH*
HS 334 Fundamentals of Estate Planning II	*15 CH*
HS 336 Financial Decision Making at Retirement	*15 CH*
HS 340 Managed Care and Other Health Insurance Topics	*20 CH*
HS 341 Selected Retirement Plan Topics	*18 CH*
HS 342 Executive Compensation	*20 CH*
HS 343 Compensation and Personnel Management	*20 CH*
Family Business Succession Planning I	*17 CH*
Insurance and Financial Planning for the Older Client	*6.5 CH*
Retirement Planning for Baby Boomers	*7 CH*
Financial & Insurance Strategies	*3 CH*

COURSE REVIEW SUMMARIES

The following courses have been reviewed by the continuing education program staff and are presented for Advisory Council action.

The sponsoring organizations have indicated appropriate attendance verification, instructor certification, student record maintenance, fee policies and examination administration.

Included at the end of most summaries is notation of a suggested credit hour assignment based on the materials submitted by the sponsoring organization for review. After review and recommendation by the advisory council, final determination of course approval and credit hour assignment shall be made by the commissioner.

Pictorial, Inc.

Business Income Coverages - 1st Edition

This course addresses product knowledge of property and casualty insurance. The course is 10 hours of self-study correspondence text designed to provide general information on business income coverage, endorsements, loss exposures and extra expense coverages. This is an on-going offering. *10 CH*

Long-Term Care - 4th Edition

This course addresses product knowledge of health insurance. The course is 8 hours of self-study correspondence designed to provide general information on long-term care coverage, long-term care providers, policies, group coverage and public-private partnerships. This is an on-going offering. *8 CH*

What Every Insurance Person Should Know About Insurance Fraud - 1st Edition

This course addresses ethics. The course is 1 hours of self-study correspondence text designed to provide general information on consumer insurance fraud, fraud indicators and methods of defrauding insurance companies. This is an on-going offering. *1 CH*

Claim Evaluation and Settlement - 1st Edition

This course addresses management. The course is 9 hours of self-study correspondence text, that includes 5 hours of insurance continuing education, designed to provide general information on reserves, evaluating property and liability claims, settlement, payment and release options, and recovering claim payments. This is an on-going offering. *5 CH*

Advanced Planning for Senior Needs - 2nd Edition

This course addresses product knowledge of life and health insurance and annuities. The course is 12 hours of self-study correspondence designed to provide general information on retirement income, social security and public pensions, private pensions, wealth accumulation, life insurance annuities, Medicare, Parts A and B, estate planning. This is an on-going offering. 12 *CH*

Financial Products Training Course - 5th Edition

This course addresses product knowledge of life insurance and annuities. The course is 36 hours of self-study correspondence text, that includes 8 hours of insurance continuing education, designed to provide specific information on mutual funds, bonds, stocks, financial planning, life insurance, annuities and variable annuities and investment strategies. This is an on-going offering. *8 CH*

Massachusetts Mutual Life Insurance

Estate Planning Basics

This course addresses product knowledge of life insurance. The course is 2 hour of classroom instruction designed to provide basic information on estate planning using life insurance, planning alternatives and tax reduction techniques. No offerings are scheduled pending course approval. *2 CH*

J&H University

Construction Wrap-Up School

This course addresses product knowledge of liability and casualty insurance. The course is 27½ hours of classroom instruction, that includes 15 hours of insurance continuing education, designed to provide specific information on assessing and designing insurance programs for construction wrap-up projects. The course is scheduled March 9, 1998. *15 CH*

IGF Insurance Company

Crop Insurance Update `98

This course addresses product knowledge of property and casualty insurance. The course is 4.75 hours of classroom instruction designed to provide specific information on changes in the federal multiple peril crop insurance program, crop provisions, FCIC bulletins, loss adjustment, underwriting information, and eligible crops. *4.5 CH*

Bureau of Business and Economic Research

Montana Economic Outlook Seminar

This course addresses management. The course is 4 hours of classroom instruction, that includes 2 hours of insurance continuing education, designed to provide general information on health care markets, agricultural outlooks and industry in Montana. The course was held January 27, 1998. *2 CH*

Principal Mutual - Individual

Tax Relief Act of 1997

This course addresses product knowledge of life insurance and annuities. the course is 2 hours of classroom instruction designed to provide general information on estate and gift tax changes and estate planning changes based on the new tax environment. No offerings are scheduled pending course approval. *2 CH*

DADCO

Roth IRA - An IRA with Teeth

This course addresses product knowledge of annuities. The course is 2 hours of classroom instruction designed to provide specific information regarding Roth IRAs and comparing the attributes of IRAs and Roth IRAs, and investment vehicles. No offerings are scheduled pending course approval. *2 CH*

Rain and Hail, L.L.C.

1998 Crop Year Spring Agent Update Training

This course addresses product knowledge of property and casualty insurance. The course is 6 hours of classroom instruction, that includes 5 hours of insurance continuing education, designed to provide specific information on changes in the federal multiple peril crop insurance program, crop provisions, FCIC bulletins, loss adjustment, underwriting information, and eligible crops. The course was held January 26, 1998. *5 CH*

First American Title Insurance Company

1997 Annual Title Seminar

This course addresses product knowledge of title insurance and ethics. The course is 6 hours of classroom instruction designed to provide specific information on claims reporting and underwriting, reverse mortgages, swap agreements, the Montana construction lien law, mortgage fraud and language standardization. The course was held October 23, 1997. *6 CH*

The following course was previously summarized for the Advisory Council meeting of November 20, 1997.

1997 Changes in Montana Property and Casualty Insurance Statutes *1 CH*

The American College

The following courses are part of the American College CLU & ChFC certification program.

Journal Quiz - March 1998	*3 CH*
Journal Quiz - May 1998	*3 CH*
Journal Quiz - July 1998	*3 CH*
Journal Quiz - September 1998	*3 CH*
Journal Quiz - November 1998	*3 CH*
Journal Quiz - January 1999	*3 CH*

Frederick Culbertson

The following course is part of the International Foundation for Employee Benefits CEBS certification program.

ISCEBS Employee Benefit Symposium - International Foundation of Employee Benefits *12 CH*

The following courses on this summary are submitted as renewal of courses reviewed or renewed and approved during 1996. Sponsoring organizations have certified that these courses will continue to be offered as originally submitted.

Commercial Union Insurance Companies

Commercial Lines School for Agents

Personal Lines School for Agents

Northwestern Mutual Life Insurance Company

Career School

COURSE REVIEW SUMMARIES

The following courses have been reviewed by the continuing education program staff and are presented for Advisory Council action.

The sponsoring organizations have indicated appropriate attendance verification, instructor certification, student record maintenance, fee policies and examination administration.

Included at the end of most summaries is notation of a suggested credit hour assignment based on the materials submitted by the sponsoring organization for review. After review and recommendation by the advisory council, final determination of course approval and credit hour assignment shall be made by the commissioner.

Noble Continuing Education

Guide to Universal Life Insurance

This course addresses product knowledge of life insurance. The course is 63 pages of self-study correspondence text designed to provide specific information on universal life insurance, universal variable life insurance, death benefit options, front loads, riders, cash surrender value and policy loans. This is an on-going offering. *4 CH*

Guide to Disability Income

This course addresses product knowledge of disability insurance. The course is 56 pages of self-study correspondence text designed to provide specific information on disability insurance, policy provisions, exemptions, long-term care insurance, Social Security disability insurance, and policy options. This is an on-going offering. *4 CH*

Life and Health Agent Video One

This course addresses product knowledge of life insurance. The course is 2 hours of videotape designed to provide general information on classifying life insurance risks, types of life insurance, common policy features, duration, death benefit, premiums, and dividend. This is an on-going offering. *2 CH*

The University of Montana, School of Law

Estate Planning Techniques and Tips

This course addresses product knowledge of life insurance and annuities. The course is 7 hours of classroom instruction designed to provide specific information on funded revocable trusts, QTIP trusts, gifts of life insurance, and exclusions from the gross estate. The course is scheduled February 13, 1998. *7 CH*

The American College

The following course was reviewed by the Advisory Council at the meeting of November 20, 1997. The sponsoring organization incorrectly stated on the course application that this teleconference is 3 hours in length. They have corrected that error and requested review of the corrected information. The course is part of the American College CLU and ChFC certification programs.

Financial and Insurance Strategies *4 CH*

MassMutual Life Insurance

Estate and Advanced Planning Concepts

This course addresses product knowledge of life insurance. The course is 12 hours of classroom instruction, that includes 3 hours of insurance continuing education, designed to provide specific information on the Taxpayer Relief Act of 1997, sophisticated estate planning, deferred compensation planning and off shore planning. The course is scheduled March 15, 1998. *3 CH*

The following courses were previously submitted by the AICPCU/AII and approved for insurance continuing education credit. The sponsoring organization requires completion of a national exam to receive credit for the course. These individual course submissions do not include completion of the exam.

Tamise C. Seed (Ring)

INS 21 Property & Liability Insurance Principles - American Institute for CPCU/Insurance Institute of America *12 CH*

Kathryn M. Stabio

INS 23 Commercial Lines - AICPCU - IIA (American Institute for Chartered Property Casualty Underwriters) and Insurance Associates of Billings *14 CH*

Gary K. Bradley

Finance 492 Fundamentals of Risk and Insurance - Montana State University-Billings

This course addresses insurance. The course is 3 college credits of classroom instruction designed to provide in-depth information on all types of insurance, risk concepts, annuities and applying insurance and risk concepts to current events. *30 CH*

Life Underwriter Training Council

Life Agency Management Program (LAMP)

This course addresses product knowledge, marketing and management of life insurance. The course is 17½ hours of classroom instruction, that includes 11 hours of insurance continuing education, designed to provide specific information on agency management, decision making strategies, financial planning, and multi-line management. The course is scheduled March 29, 1998. *11 CH*

Pacific Life

Charitable Tax Planning

This course addresses product knowledge of life insurance. The course is 1 hour of classroom instruction designed to provide basic information on public and private charities, deduction limitations, charitable remainder trust benefits, and planning strategies, charitable lead trusts and gifts of life insurance. No offerings are scheduled pending course approval. *1 CH*

Charitable Tax Planning and Life Insurance

This course addresses product knowledge of life insurance. The course is 2 hours of classroom instruction designed to provide basic information on charitable giving, wealth replacement trusts, life estates, and charitable split dollar plans. No offerings are scheduled pending course approval. *2 CH*

Deferred Compensation Plans

This course addresses product knowledge of life insurance. The course is 1 hour of classroom instruction designed to provide general information on ERISA, business types, unfunded plans, defined benefit and defined contribution plans, executive bonus and split dollar plans and SEC registration. No offerings are scheduled pending course approval. *1 CH*

Deferred Compensation Plans (from A to Z)

This course addresses product knowledge of life insurance and annuities. The course is 2 hours of classroom instruction designed to provide general information on deferral taxation, types of business, unfunded plans, Rabbi and secular trusts. No offerings are scheduled pending course approval. *2 CH*

D. A. Davidson

The following course was summarized for the Advisory Council meeting of November 20, 1997.

1997 Legislative Changes to Montana Life & Disability Insurance Statutes *2 CH*

ClienTell, Inc.

The Grapes of Roth

This course addresses product knowledge of annuities. The course is 1 hour of classroom instruction designed to provide basic information on Individual Retirement Accounts, needs, funding a Roth IRA, immediate annuities, retirement and other eligible uses for Roth IRA funds. No offerings are scheduled pending course approval. *1 CH*

A Lifetime Solution, Immediately

This course addresses product knowledge of annuities. The course is 1 hour of classroom instruction designed to provide general information on immediate variable annuities, annuitization options, actuarial options, and tax implications. No offerings are scheduled pending course approval. *1 CH*

Franklin Life Insurance Co.

Variable Annuities

This course addresses product knowledge of annuities. The course is 8½ hours of self-study correspondence text, that includes 4½ hours of insurance continuing education, designed to provide specific information on basic annuity concepts, features of variable annuities, payout options, payment options, investment principles, Franklin Life products, and uses for variable annuities. This is an on-going offering. *4.5 CH*

Wealth Transfer Education Systems

Charitable Retirement and Estate Planning

This course addresses product knowledge of life insurance. The course is 8 hours of classroom instruction designed to provide general information on life insurance in estate planning, underwriting, tax strategies, charitable retirement plans, and feasibility. The course is scheduled March 4, 1998. *8 CH*

SAFECO Life Insurance Co.

Retirement Planning Utilizing Split Dollar Life Insurance Plans

This course addresses product knowledge of life insurance. The course is 2 hours of classroom instruction designed to provide basic information on split dollar plans, equity split dollar, reverse split dollar and unpaid premium accounts. No offerings are scheduled pending course approval. *2 CH*

North Central Crop Insurance

1998 MPCI Spring Training

This course addresses product knowledge of property and casualty insurance. The course is 6½ hours of classroom instruction, that includes 5 hours of insurance continuing education, designed to provide specific information on revisions to the federal multi-peril crop insurance policy for 1998, USDA risk management, underwriting, claims and audit procedures. The course is scheduled February 10, 1998. *5 CH*

The American College

The following courses are part of the American College CLU and ChFC certification programs.

HS335 Life Insurance Regulation, Compliance and the Political Process *15 CH*
Retirement Decisions *4 CH*

The National Alliance for Insurance Education & Research

The following course is part of the National Alliance Certified Risk Manager certification program.

Risk Control Fundamentals and Administrations *18 CH*

CPCU Society

The following course is part of the CPCU Society Chartered Property Casualty Underwriter designation program.

The Alternative Market *8.5 CH*

Mid-State School of Insurance

Medicare Risks

This course addresses product knowledge of health insurance. The course is 4 hours of classroom instruction designed to provide general information on primary and secondary payers, Medicare eligibility and enrollment, Part A and Part B benefits, benefit periods, covered services, Medicare fraud and Risk plans. No offerings are scheduled pending course approval. *4 CH*

Franklin Life Insurance Company

1998 Advanced Marketing Regional Meeting

This course addresses product knowledge of life insurance. The course is 2 hours of classroom instruction, that includes 1 hour of insurance continuing education, designed to provide general information on the Taxpayer Relief Act of 1997, IRAs, pensions, Roth IRAs, limitations on charitable remainder trusts, and COLI (corporate-owned life insurance). The course is scheduled February 23, 1998. *1 CH*

American Society of CLU & ChFC

Aetna Advanced Sales Forum

This course addresses product knowledge of life insurance. The course is 9 hours of classroom instruction designed to provide specific information on family limited partnerships, life insurance for estate and gift taxes in a family limited partnership, life insurance trusts, Crummey powers, irrevocable life insurance trusts and revocable trusts. The course is scheduled April 2, 1998. *9 CH*

Massachusetts Mutual Life Insurance Company

A Technical Review of Life Insurance Products in the 90's

This course addresses product knowledge of life insurance. The course is 3 hours of classroom instruction, that includes 1½ hours of insurance continuing education, designed to provide basic information on Massachusetts Mutual life insurance products, types of life insurance policies, riders, whole, universal and variable universal life policies, benefits and restrictions. The course was held January 10, 1998. *1.5 CH*

North American Crop Underwriters

1998 Spring MPCI Update

This course addresses product knowledge of property and casualty insurance. The course is 4.75 hours of classroom instruction designed to provide specific information on changes in the federal multiple peril crop insurance program, crop provisions, FCIC bulletins, loss adjustment, underwriting information, and eligible crops. The course was held January 13, 1998. *4.5 CH*

Assurex International

1998 Life & Benefits Group Conference

This course addresses product knowledge of health insurance. The course is 5 hours of classroom instruction designed to provide specific information on managed care, third party administrators, voluntary products, COBRA and HIPPA. The course was held January 20, 1998. *5 CH*

Pacific Life

De-mystifying the SRP (supplemental retirement plan) Design Process

This course addresses product knowledge of life insurance. The course is 2 hours of classroom instruction designed to provide general information on supplemental retirement plans, split dollar plans, reverse split dollar and bonus plans, Rabbi and secular trusts. The course is scheduled January 31, 1998. *2 CH*

Pacific Life Insurance Annuities Division

Charitable Remainder Trust - 1 hr.

This course addresses product knowledge of annuities. The course is 1 hour of classroom instruction designed to provide general information on CRAT, SCRUT (standard charitable remainder uni-trust), NICRUT (net income uni-trust), NIMCRUT (net income with make-up charitable remainder uni-trust), variable annuities and unified credit transfer. The course was held January 16, 1998. *1 CH*

Crop Growers Insurance, Inc.

1998 Spring Crop Insurance Update

This course addresses product knowledge of property and casualty insurance. The course is 6½ hours of classroom instruction, that includes 5 hours of insurance continuing education, designed to provide general information on multi-peril crop insurance, federal program changes, crop hail, and eligible acreage. The course was held January 27, 1998. *5 CH*

The course in the following individual course submissions was summarized for the Advisory Council meeting August 21, 1997

Levente G. Saplar

Eric W. Hoffman

Individual Medical PT 1093R; Medical Savings Account 1296 - Fortis Sales *1 CH*

The National Alliance for Insurance Education & Research

The following course are part of the National Alliance CIC certification program.

James K. Ruble Agency Management Practices Seminar	*18 CH*
James K. Ruble Financial Institutions Seminar	*18 CH*
James K. Ruble Managing People Seminar	*18 CH*
James K. Ruble Marketing and Sales Seminar	*18 CH*
James K. Ruble Truckers Seminar	*18 CH*

National Association of Surety Bond Producers

The following courses are part of the NASBP certification program.

William J. Angell Surety School - Level One	*17 CH*
William J. Angell Surety School - Level Two	*20 CH*

Security Life of Denver Insurance Company

The following course was summarized for the Advisory Council meeting August 21, 1998.

Split Dollar A-Z	*1 CH*

The following courses on this summary are submitted as renewal of courses reviewed or renewed and approved during 1996. Sponsoring organizations have certified that these courses will continue to be offered as originally submitted.

Darvis Accounting P.C.

Principles of Educational Financial Planning	*2 CH*